





ASSOCIATION DEPARTMENT.

Michigan Business Men's Association.

President—C. L. Whitney, Muskegon.
First Vice-President—C. I. Bridgman, Flint.
Second Vice-President—M. C. Sherwood, Allegan.

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

- No. 1—Traverse City, B. M. A.
President, N. B. Platin; Secretary, Frank T. King.
No. 2—Lowell, B. M. A.
President, H. B. Church; Secretary, Wm. J. Jern.

Association Notes.

Portland has organized a Business Men's Association.
C. E. Morse, the Remus merchant, writes as follows: "We are having good meetings at our monthly B. M. A. gatherings. We now have every merchant in Blanchard, Millbrook, Remus and Mecosta in our ranks."

A B. M. A. worker writes as follows: "When Brown-Sequard's Elixir of Life gets lower—runs are high here now—we shall buy a quart for our Business Men's Association, if we can get a two-horse power syringe to go with it."

Good Words Unsolicited.
A Lenawee county merchant writes: "Here with please find \$1, for which please send me your paper for one year. A friend recently sent me a copy of the issue of Sept. 4, containing the exposure of the workings of the Patrons of Industry. It struck me so favorably, as well as other valuable reading matter, that I feel as though it is a paper that should be well supported by the legitimate merchant people of the State. I am situated in one of the best beds of the Patrons of Industry and feel as though it is our duty to show the unjust principles of the workings of the order. I was at Blissfield yesterday and showed the paper giving the exposure to some of the merchants there, which gave great satisfaction, and you will hear from some of them soon."

Points for Clerks.
Master your temper.
Don't be afraid of your employer.
Dirt is destruction; a clean store is the customer's delight.

The "smart Alick" enjoys but a brief and perishable popularity.
Work can always be found in a store without a double million microscope.
Don't borrow money from the drawer or wear goods and replace them in the stock.

Visiting Buyers.
H. P. Whipple, S. Boardman, Matthews & Chappel.
W. J. Roche, Lake City, Buell & White, Nashville.
D. H. Meeker, Perrinton, Carrington & North, Trenton.

H. W. Rodebaugh, Muskegon, B. W. Bailey, Mantion.
W. H. G. McKee, Marquette, J. D. McDonald, Ed. Lodge.
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THE WEST MICHIGAN FAIR.

A Meritorious Exhibit in Every Department—Special Mention.
The annual fair of the West Michigan Agricultural and Mechanical Society, which occurred last week, was ahead of any of its predecessors in point of exhibits but the attendance was not as large as could be desired, owing to the unfavorable weather.

The Telfer Spice Company made one of the most attractive displays of the occasion, including ground spices in handsome packages, baking powders, teas, coffees, etc. The business was established by Edward Telfer, four years ago, having been merged into a stock company under the above style in October, 1887.

PAUL W. FRIEDRICH made a handsome display of pianos and organs in Manufacturers' hall, including the celebrated Kranich & Bach and Bush & Gerts instruments. In addition to the above instruments, which have a superior reputation for finish and tone, Mr. Friedrich carries a large line of musical goods, which is open to inspection at his South Division street store.

VOIGT, HERPOLDSEIMER & CO. made a very attractive display in Art Hall, occupying the entire east wing of the north side. Handsome carpets played an important part in the exhibit, in the center of which was displayed a mammoth fan-shaped figure, made by placing different kinds of silk and satin closely together in a perfect harmony of shades and colors.

THE GRAND RAPIDS SCHOOL FURNITURE COMPANY showed a fine line of school seats and desks, globes, maps, school and office desks, opera chairs, pews, pulpits, etc. Although organized less than three years ago, the trade of this company extends into all sections of the United States, and fully 1,500 local agents represent the concern, besides five experienced salesmen, traveling men. Branch offices are located in New York, Boston, Salt Lake City, San Francisco, and Portland, Oregon.

had an exhibit of life size portrait work in the annex of Art Hall, of which he may well feel proud. It consisted of a large number of realistic life size faces worked in pastel, crayon and water colors, also a case of hand photographic work in which his display was of reliability and general excellence. The plant of the company occupies six and one-half acres of ground. The fine new factory, which has but recently been occupied, comprises an immense three-story brick structure inclosing three sides of a court or hollow square.

made their usually complete exhibit of agricultural implements and mill machinery and their headquarters were thronged all through the fair by interested observers and prospective purchasers. Many sales were made on the grounds and more will necessarily follow. Messrs. Hester & Fox carry the largest grades of stock in all lines, including portable and stationary engines and boilers, full lines of farm and mill machinery, wagons, sleighs, carriages, whips, robes, agricultural implements of every description, and full lines of repairs and supplies—the stock, in short, comprising everything to be found in a leading and first-class establishment. The careful attention and scrupulous exactitude with which Messrs. Hester & Fox have conducted their business from the start presaged its present great extent and prosperity, and both gentlemen are among the Valley City's most honored and best respected and successful business men, esteemed alike in commercial and social circles.

THE ALDINE MANUFACTURING CO. showed several of its handsome grates, combining the advantages of an open fire-place with the economy of a coal stove. The superiority of the "Aldine" grate is coming to be generally recognized, the State Fair at Lansing having accorded it the highest award within the gift of the society. The "Aldine" embodies the perfect principles of heating and ventilation, and should be examined by every one needing a grate.

THE CHASE BROS. PIANO CO. showed five fine pianos of their own manufacture, and a skeleton piano without a case, showing the manner in which the instrument is constructed and the action of the keys and strings. They also exhibited two organs and a large number of small musical instruments. The Chase pianos have been sold and shipped into every state in the union, and the demand for them continues to increase so that they find it necessary to greatly enlarge their manufacturing facilities. That these pianos are appreciated in distant parts of the country, as well as at home among friends, is demonstrated by the many letters of commendation which are constantly coming in unsolicited.

ADAMS & CO.

showed a complete assortment of trimmed and untrimmed hats, ribbons, laces and all the novelties of the season in the millinery line. Mrs. Adams' frequent trips to New York enable her to keep pace with the prevailing fashions and her establishment is headquarters for all that is new and striking in her line.

WEST MICHIGAN BUSINESS COLLEGE AND NORMAL SCHOOL.
This school had an office in Art Hall, where they exhibited specimens of the penmanship and other work turned out by the scholars of the school. The samples shown were very fine and indicated that the training must be very thorough, in order to get such fine execution. The school is conducted by the veteran educator, Prof. J. U. Lean, assisted by a corps of able assistants, and is fast taking rank among the leading educational institutions of the land.

W. C. DENISON had an exhibit of life size portrait work in the annex of Art Hall, of which he may well feel proud. It consisted of a large number of realistic life size faces worked in pastel, crayon and water colors, also a case of hand photographic work in which his display was of reliability and general excellence. The plant of the company occupies six and one-half acres of ground. The fine new factory, which has but recently been occupied, comprises an immense three-story brick structure inclosing three sides of a court or hollow square.

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made a very attractive exhibit of musical instruments in Manufacturers' hall. Their display was cut off from that of their neighbors by partitions made of organ or piano covers of beautiful and costly designs and the back and roof of their department was decorated in the same way. They had a number of pianos and organs in their space, and they were all beauties. They are agents for the well-known Steinway, Hallet & Davis, Haines Bros., Everett, Krakauer, and Brandbury pianos and the Story & Clark, United States, and Estey organs. These instruments are all recognized by the musical world as leader, in their respective fields and they have a large and constantly increasing sale. The store of the firm, at 13 Fountain street, is filled to overflowing with musical goods of all kinds, from a jews harp to a \$1,000 senior partner in person, whose record as a teacher of music runs back nearly twenty years. Mr. Herrick is ably assisted by Mr. Arthur H. Morehead, who is the director of both the Schubert Club and the Oratoria Society, and is generally considered one of the most competent musical directors in the State.

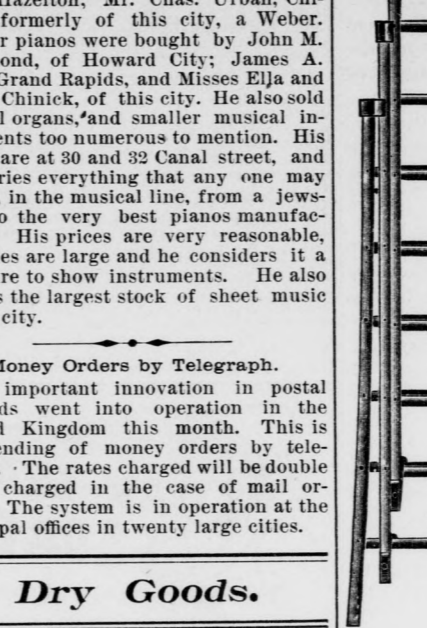
Principal and Proprietor of the Grand Rapids Business College, had a booth in machinery hall, where he pleasantly greeted all who were interested in educational work of a commercial character. His College has had a long career of usefulness and under his management it has even increased the popularity it enjoyed under his predecessor.

AN EXCELLENT DISPLAY.
Julius A. J. Friedrich made a grand display of pianos, organs, and other musical instruments in the westside of the north wing of Art Hall. The beauty of the decoration, which was first-class in every respect, was arranged by C. F. Steinmann, who had charge of the entertainments and exhibit. He was ably assisted by Messrs. D. H. Chipman and W. H. Andrews. Mrs. Frank Braun, whose reputation as a musician is too well known to need mentioning, presided at the piano, and the singing by little Miss Blanche Minderhold called forth much praise and applause from the large and intelligent audience which was constantly admiring the Weber, Hazelton and Fischer pianos and also the A. B. Chase and Hillstrom organs. For purity and strength of tone, beauty of finish and action, these instruments are equaled by few, if any, and excelled by none. Of the two very beautiful Stewart banjos on exhibition, the one costing \$125 was sold to Mrs. Charles H. Pelton, of this city. Eddie Garcia, of Muskegon, a pupil of Mrs. E. L. Lovejoy, of Grand Rapids, was the winner of the \$50 Stewart banjo offered by Mr. Friedrich as a special premium for the best banjo player. Mr.

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Messrs. Chase Bros. gave excellent musicals every afternoon of the fair, which were highly appreciated by the

THE RICKARD LADDER.



SOLD BY FOSTER, STEVENS & CO., GRAND RAPIDS, MICH.

Write for Circular.
BRACES. dis.
COMMON BARREL. 2 25
Barber 40
Backus 50
Spofford 50
Am. Ball net
Cast Loose Pin, figured 70c
Wrought Narrow, bright fast joint 60c
Wrought Loose Pin 60c
Front Table 60c
Wrought Inside Blind 60c
Blind, Clark's 75c
Blind, Shepard's 70c

UNBLEACHED COTTONS.
Atlantic A. 7 1/2
Alabama A. 7 1/2
Archery Bunting 4 1/2
Amory 4 1/2
Beaver Dam A. 7 1/2
Berwick L. 6 1/2
Blackstone O. 32 5
Newport 4 1/2
Cohasset A. 7 1/2
Comet 7 1/2
Conqueror XX 5 1/2
Dwight Star 7 1/2
Exeter A. 7 1/2
Great Falls E. 7 1/2
Honest Width 7 1/2
Hartford A. 5 1/2

BLEACHED COTTONS.
Blackstone A. 8 1/2
Beats All 4 1/2
Cleveland 7 1/2
Cabot 7 1/2
Dwight Anchor 9
Edwards shorts 8 1/2
Empire 7
Farwell 8
Fitchville 7 1/2

UNBLEACHED CANTON FLANNEL.
Tremont N. 1 1/2
Hamilton S. 6 1/2
Middlesex A. T. 8
Middlesex L. 7
Middlesex X. T. 9

BLEACHED CANTON FLANNEL.
Hamilton N. 7 1/2
Middlesex P. T. 8 1/2
Middlesex L. 7
Middlesex X. T. 9

CORSET JEANS.
Biddeford 6 1/2
Brunswick 6 1/2

PRINTS.
Allen, staple 6 1/2
fancy 6 1/2
robes 6 1/2
American fancy 6 1/2
American indigo 6 1/2
American shirtings 6 1/2
Arnold 6 1/2
long cloth B. 10 1/2
century cloth 10 1/2
gold seal 10 1/2
Turkey red 10 1/2
Berlin solids 5 1/2
green 6 1/2
Cocheo fancy 6 1/2
Eddystone fancy 6 1/2
Hamilton fancy 6 1/2
Manchester fancy 6 1/2
Merrimack D. fancy 6 1/2

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# The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

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

E. A. STOWE & BRO., Proprietors.

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WEDNESDAY, OCTOBER 2, 1889.

## IN POOR TASTE.

Th *Michigan Farmer* thus rebukes the penchant of the Detroit daily papers to make fun of the rural population of the State:

Every day since the Exposition opened the Detroit daily papers have been vieing with each other in holding up the visitors from the rural districts to the ridicule of our citizens. The reporters have drawn on their imagination for their so-called humorous incidents, and the "Hammer" and "Marier" who are supposed to reside in the country have been dished up to their readers in all sorts of ridiculous styles, shapes and fashions. Of course these articles will be rigorously excluded from the weekly editions of these papers, as the very class whom they have tried to make fun of for the delectation of their city readers make 90 per cent. of the readers of the weeklies. Had the incidents been true, it would only go to show that these papers, especially in their weekly editions, have been very poor educators.

Considering the benefit the Detroit merchants derived from their exposition and the support accorded the undertaking by the farmers of the State, the continued repetition of insulting allusions to the ruralists of the commonwealth would appear to be in very poor taste.

The annual report of the Commissioner of Education has been filed with the Secretary of the Interior, and it probably will be in print in a year or two. In the meantime we are favored with a very brief abstract of it. Mr. Dawson finds that the figures of growth for the past two decades show that the attendance in the schools has increased more rapidly than the population by 1.6 per cent., and that this increase has been due chiefly to the rapid development of the school systems of our Southern States. He also is able to say that in the matter of equal division of school funds the colored people have nothing to complain of, except in Delaware, where they are not treated on the same footing as are the white people. Elsewhere their schools are kept open as many months of the year and the teachers are as well paid as are those of the schools for white children. But it is to be noted that while the school attendance in the South has increased very greatly, there has not been secured an equal efficiency, just through want of money enough to keep the schools open more than a few months of each winter. The school vacations are thus made so long that the children have time to forget between the sessions much of what they had learned. Southern progress, therefore, is only an additional reason for the national government coming to the help of those who have been doing so much to help themselves.

The decree of the Chinese Government, in the name and by the authority of the Emperor, for the construction of the railway from Peking to Hankow, seven hundred miles long, marks most distinctly the tremendous change which has come over the policy of the Empire, and leaves room for infinite speculations as to the future, not only of China, but of the nations with which she has relations. Three years ago, no railway was permitted—the short one built by the English had been torn up—while now the Government has embarked upon enterprises of construction which will show many thousands of miles of completed road within a few years. The easy transportation of food, the rapid mobilization of armies, and the greater centralization of the Government's functions, are all involved in the new work, and all are forces of prime importance to a powerful nation.

Some good frequently results from evil and the Patrons of Industry will prove no exception. In spite of the demoralization of trade incident to their brief career in each community, and the distrust with which the farmers will be impregnated when they realize how unmercifully they have been swindled, one good feature will emerge from the wreck—the farmer will have learned that the purchasing power of one dollar in cash is considerably more than an equal amount of credit; that the man who carries the money in his fist will always have the preference over the individual who buys on credit. If this feature is made sufficiently clear to the farmers, and they are disposed to profit by the discovery, perhaps the reign of the P. of I. will not be so bootless after all.

THE TRADESMAN wishes it to be remembered that, in its discussion of the P. of I. question, it has no harsh words for the farmers who have been temporarily led astray by the false statements of the organizers. They are, in the main,

good men and worthy citizens, who will soon see the utter worthlessness of the order to which they have given allegiance, and will leave it with far less reluctance than they joined it. It is to the officers and organizers of the order that THE TRADESMAN pays its compliments, because they are teaching a false doctrine, knowing it to be false, and pursuing the course they are from selfish motives and for mercenary ends.

Considerable space will be given next week to a discussion of the bonus question—that is, the desirability of raising bonuses for manufacturing enterprises and the effectiveness of such methods. Included in the discussion of the subject will be published the written opinions of Governor Luce, the President of the Grand Rapids Board of Trade and about twenty-five other representative business men from different parts of the State. No theme is more pertinent to the business men of the State at this time and it is to be hoped that THE TRADESMAN'S treatment of the subject will throw some new light on the problem.

When so faithful a friend of the farmer as the *Michigan Farmer* advises its readers to give the Patrons of Industry a wide berth, it is time for them to cease listening to the seductive promises of such worthies as Waterhouse, Payne, Wolff, et al.

## BUSINESS REVERSES.

An Old Merchant Has Something to Say About Them.

"For many years," said an old merchant recently, "business men appear to me to have less and less knowledge of their own affairs than they once had." Possibly this is true to a certain extent, for men with large responsibilities on their hands cannot give that attention to the minute of their transactions that it is possible for a man who is only doing a small business. But there is a germ of truth in the remark that such and such a firm had no idea of failing a week before the unfortunate event. Most business men are hopeful. They expect to tide over a desperate pinch in one way or another. But is this business? The careful navigator, when sailing in smooth seas, is no less mindful of storms and hidden reefs. The happy-go-lucky man of business is very apt to find shoals in unexpected places. That causes over which the merchant has no control may shipwreck his fortunes, is true. Financial panics come at times and bring misfortunes to the most conservative, but it is never true that the merchant who has his sails well trimmed often weathers an unexpected gale, while the man who is spreading too much canvass goes to the bottom.

The methods in business life change with each decade. Years ago a merchant sold his goods on six months, and in a majority of cases the notes were renewed for six months longer, interest being added. The banks discounted these notes, for they were based on merchandise, and the supposition was that a merchant would not sell his wares to a person of doubtful credit. The banks held what was in reality business paper. This method had to a certain extent passed away and single name paper is taken in place of a supposed responsible buyer and an equally responsible seller. The larger buyers now sell their notes and buy their merchandise for cash. A house of good repute can put out in this way any quantity of paper. This method has its advantages, but it also has its temptations, and one of the most dangerous which arises from this system is the fatal facility with which money is obtained. A bit of time paper or a few months for any reasonable sum brings the money through a note broker in a few hours. The money thus obtained, which comes so easily, is apt to go quite as quickly into outside speculations. A run of luck may be thus secured, but if the tide turns and losses follow, the debt is there while the assets are minus.

It is rarely that a merchant or even a speculator ever deliberately starts out to defraud his creditors. He goes on from month to month, under easy sail, indulging in borrowing to meet deficiencies, without a thought of being dishonest. When the strait occurs he adopts some new device to raise money, and, without a suspicion that he is doing a dishonest act, resorts to acts that are criminal. Business men, having large responsibilities, are too much inclined to ignore the unpleasant episodes of business life. They have so many cares that to delve to the bottom of every complication they leave to others—it may be a junior partner or confidential clerk. The facility for dismissing a disagreeable matter is lauded by the unthinking, but many of the failures in commercial circles may be justly attributed to this way of placing burdens upon the shoulders of less competent men instead of manfully bearing them, by those who have the power to remedy the repetition of a wrong method. The burdens of a large business offer these temptations, and the tendency to increase the amount of business that one firm or one corporation can cover is becoming a fruitful source of misapplied energy and consequent failure. A merchant overtaxed does not do himself justice, and for a business man to know his own limitation and keep within the circle where he is sure of himself and his resources is a gift of himself, fortunately, many possess, and which the younger class of merchants should cultivate.

## HARDWOOD LUMBER.

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

Basswood, log-run	13 00	215 00
Birch, log-run	15 00	216 00
Birch, Nos. 1 and 2	22 00	00
Black Ash, log-run	14 00	216 00
Cherry, log-run	25 00	240 00
Cherry, Nos. 1 and 2	30 00	245 00
Cherry, Cull	212 00	00
Maple, log-run	12 00	213 00
Maple, soft, log-run	11 00	213 00
Maple, Nos. 1 and 2	22 00	00
Maple, clear, flooring	225 00	00
Maple, white, selected	225 00	00
Red Oak, log-run	30 00	221 00
Red Oak, Nos. 1 and 2	36 00	228 00
Red Oak, 1/4 sawed, 6 inch and up w'd	38 00	240 00
Red Oak, 1/4 sawed, regular	30 00	232 00
Red Oak, No. 1, step plank	225 00	00
Walnut, log-run	225 00	00
Walnut, Nos. 1 and 2	275 00	00
Walnuts, cull	225 00	00
Grey Elm, log-run	12 00	213 00
White Ash, log-run	14 00	216 00
Whitewood, log-run	30 00	222 00
White Oak, log-run	17 00	218 00
White Oak, 1/4 sawed, Nos. 1 and 2	42 00	243 00

**OAK-LEAF SOAP.**  
ABSOLUTELY Pure & Healthful!  
THE BEST SOAP MADE.  
Try it once, and you will use no other.  
For Sale by all Grocers.  
Mail GOWANS & STOVER, Buffalo, N. Y. 25 wrappers from the

or a copy of the ELOPEMENT after the painting by Kaemmerer, issued by them at a cost of over 5,000 dollars.

**SPROUL & MCGURRIN**  
AND  
**Plumbing,**  
Steam and Hot Water Heating, Brooks' Hand Force Pump, Instantaneous Water Heater, Hot Air Furnaces, Mantels, Grates and Tiling, Gas Fixtures, Etc.  
Wholesale and Retail Dealers in Plumbers' Supplies.  
184 East Fulton St., Head of Monroe, Telephone No. 147.  
21 Scribner Street, Telephone No. 1109.  
GRAND RAPIDS, - MICH.

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

**WANTED.**  
POTATOES, APPLES, DRIED FRUIT, BEANS and all kinds of Produce.  
If you have any of the above goods to ship, or anything in the Produce line, let us hear from you. Liberal cash advances made when desired.  
**EARL BROS., COMMISSION MERCHANTS**  
157 South Water St., CHICAGO.  
Reference: FIRST NATIONAL BANK, Chicago. MICHIGAN TRADESMAN, Grand Rapids.

**FOURTH NATIONAL BANK**  
Grand Rapids, Mich.  
A. J. BOWNE, President.  
GEO. C. PIERCE, Vice President.  
H. W. NASH, Cashier.  
CAPITAL, - - - \$300,000.  
Transacts a general banking business.

Make a Specialty of Collections. Accounts of Country Merchants Solicited.  
**C. R. RETRO F. DY**  
**ELECTROTYPERS**  
Stereotypers  
Photo & Zinc Engraving  
ALSO LEADS SWISS BRASS RULE  
WOOD & METAL FURNITURE  
Box Wood, MAPLE, ERIE, GRAND RAPIDS MICH.

# The Putnam Candy Co

SUCCESSORS TO PUTNAM & BROOKS.  
Wholesale  
**CANDY,**  
FRUITS, NUTS,  
**OYSTERS, ETC.**  
13, 15, 17 South Ionia Street.

**FRAZER'S**  
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.

Fac Simile of the Label of  
  
**PRIDE OF THE KITCHEN SOAP.**  
SCOURING and POLISHING  
The Best Scouring and Cleaning Soap in the World  
Costs as much to manufacture as Sapollo, yet sells at about half the price (\$2.75 per box of 72 cakes). Can be retailed for as much with equal or better value to the consumer, although it is generally sold at 5 cents a cake. Cut this out, and ask your Jobber to send you a box of *Pride of the Kitchen*. It is worth trying.

**F. J. DETTENTHALER,**  
JOBBER OF  
**Oysters**  
—AND—  
**Salt Fish.**  
Mail Orders Receive Prompt Attention. See Quotations in Another Column.

**WHOLESALE Anthracite and Bituminous Coal.**  
State Trade a Specialty.  
Before ordering your coal write to us for prices.  
**KOAL!**  
GRAND RAPIDS ICE & COAL CO., 52 Pearl Street, GRAND RAPIDS, MICH.

**Ionia Pants & Overall Co.**  
E. D. Voorhees, Manager.  
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.**

# 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.**

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

**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  
MANUFACTURERS OF  
**Perfect-Fitting Tailor-Made Clothing**  
AT LOWEST PRICES.  
138-140 Jefferson Ave., 34-36 Woodbridge St., Detroit.  
MAIL ORDERS sent in care L. W. ATKINS will receive PROMPT ATTENTION.  
S. K. BOLLES. E. B. DIKEMAN.

**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.

**THE**  
**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.**



President—A. F. Peake, Jackson. Secretary—L. M. Mills, Grand Rapids. Official Organ—Michigan Tradesman.

Report from Secretary Mills.

GRAND RAPIDS, Oct. 1, 1889. To the Members of Michigan Knights of the Grip:

Through the courtesy of E. A. Stowe & Bro., I mail to each member of our Association a copy of our official organ, containing a complete list of hotels granting concessions to our members, reports and suggestions from officers, and other items of interest to every member; also a notice of the annual convention, to be held in Lansing on Friday afternoon and evening and Saturday forenoon, December 27 and 28, at which it is earnestly desired that every member be present, if possible, as matters of much importance to every commercial traveler will come before the convention, and an enjoyable time is promised by our brothers of the Capital City. The banquet tendered by them will be on Friday evening, and a cordial invitation is extended to the ladies to be present. Governor Luce and other prominent men of our State have signified their intention to be present.

The success and growth of our organization has far exceeded the most sanguine expectations of the organizers, and the hearty co-operation of the commercial travelers of our State has swelled the membership to 671 members, for the week ending September 28. The Secretary will promptly forward blanks to any address desired. The present post-office address of the following members is desired by the Secretary, as he has mail in his care for them: W. J. Worden, J. Van Kueren, B. Woodward, H. W. Gleason, H. S. Townes, Harry N. Britton, J. R. Launer, W. A. Morse, C. B. Hall.

I desire to caution our members against soliciting membership from commercial travelers who are anxious to join simply to secure hotel concessions, while traveling through the State but once in a year or a lifetime, as it is understood these privileges are granted only to members on their regular trips, and by the hotels at which they regularly stop, on trips of every thirty or sixty days, as it behooves every member to carefully guard these concessions.

I desire to again mention the prize offered by the Board of Directors, of a gold K. of G. pin, to the member securing the largest number of new members for the year ending December 27. There are several doing grand work in this direction, as we have received over fifty applications the past week.

I would urgently advise every member to send \$1 to THE MICHIGAN TRADESMAN for a year's subscription, as it contains all matters of interest and official reports of our association, besides being the best commercial journal in the Northwest.

Owing to not having received prompt responses from some of the Vice-Presidents, our Hotel Bulletin has been delayed much longer than we had expected; but we hope to be able to issue it during the coming month.

Yours very truly, L. M. MILLS, Sec'y.

Notes from the President's Pen.

The Lansing travelers are making extensive arrangements to entertain handsomely all members who attend the annual meeting on Dec. 27 and 28.

The present outlook indicates one of the largest gatherings of commercial men in Michigan. All who attend may be sure of a hearty welcome and a general good time.

Do not forget to bring the wives and babies to the annual.

His Excellency, the Governor, will be with us, as will also several other prominent men.

In order to retain concessions and command the respect of those who grant them to our association, it is necessary that all members see to it that the same is not abused.

The hotels who have granted us the benefit of allowing each member the privilege of bringing his wife one trip each year we ought to make it a point to patronize, for they are our friends.

We call the attention of our members to the new bus line at Au Sable and Oscoda, and trust that each one will give Mr. Elliott his support and stand by him, in case his competitors cut to same rate. It is but what is justly due him for giving us the rate of 25 cents round trip and one-half cut on baggage.

As a member of the Knights of the Grip, you ought to arrange to attend the annual meeting at Lansing, as matters of great importance to each will be brought before us for consideration. One important move is the establishment, in each first-class hospital in Michigan, of a room to care for our sick members.

As a member of the association, will you get one new member before Dec. 19? By so doing, we will have just 1,400 members. Try it, and do not leave all the work for just a few. Remember, they have their work as well as you.

Our committees are in good working order and have accomplished much work. Each Vice-President has handed to the Congressman of his respective district the endorsement of our amendment to the inter-state commerce law, of each jobber and manufacturer having signed the same.

A. F. PEAKE, Pres.

New Bus Line at Oscoda and Au Sable.

The following letter is self-explanatory: AU SABLE, Sept. 13, 1889.

A. F. Peake, Pres., Jackson:

DEAR SIR—As there is a great deal of dissatisfaction among the traveling men coming to Au Sable and Oscoda about the exorbitant bus fare from the depot to

the hotels, I take this method to state to you that I will give the traveling men a special rate, providing that you place my bus line on the list and guarantee me the patronage of the traveling men belonging to the Association.

The bus fare here at present is 50 cents for round trip from depot to hotel and return, and 25 cents all around for trunks, that is, 25 cents each. Now, I will, provided as stated above, cut the bus fare down one-half or 25 cents for round trip and also cut one-half on baggage. I intend to put on first-class busses and run a first-class bus line and do all that I can to accommodate the traveling public, as the bus fare is now exorbitant; and should I be the means of other bus lines cutting rates, I feel that it would be no more than just that I should have the patronage, even if my competitors cut likewise. I will be ready with my bus line in about 10 days. It shall be known as "The Elliott Bus Line." Please let me hear from you as soon as possible. Yours truly, WILLIAM ELLIOT.

The above offer has been accepted in behalf of the association and we earnestly request every member of the Knights to use his influence to make Mr. Elliott's venture a profitable one.

A. F. PEAKE, Pres. L. M. MILLS, Sec'y. H. L. PECK, Chairman. Bus and Baggage Com.

From Treasurer Cooper.

LANSING, Sept. 16, 1889. L. M. MILLS, Sec'y., Grand Rapids:

DEAR SIR—I have nothing special to report.

We will organize here to protect the boys at their annual meeting, with a banquet, etc. We want them all to come. Lansing will do it up to the "queen's taste."

Yours very truly, GEO. C. COOPER.

The following hotels of our State make no charge to members for their wives accompanying them on regular trips, not oftener than one trip in each year. The list is rapidly being added to and will be published each week in our official organ, THE MICHIGAN TRADESMAN:

- Hotel Cadillac, Detroit. Sweet's Hotel, Grand Rapids. The Northern, Big Rapids. Hibbard House, Jackson. Park House, Richland. The Steele, St. Johns. Hotel Phelps, Greenville. Hotel Marquette, Marquette. Wright House, Alma. Kalamazoo House, Kalamazoo. Mears Hotel, Whitehall. Moore's Hotel, Shelby. Exchange Hotel, Baldwin. Western Hotel, Big Rapids. Train's Hotel, Lowell. De Haas Hotel, Fremont. St. Charles Hotel, Fremont. Elliott Hotel, Ludington. Imus House, Pentwater. Wigton House, Hart. Phoenix Hotel, Charlotte. Commercial Hotel, Vermontville. Sherman House, Allegan. Hastings House, Hastings. Hotel Miner, Lake Odessa. New Tinkham, Grand Ledge. Hotel Exchange, Otsego. Williams House, Battle Creek. American House, Kalamazoo. McElrain House, Vicksburg. Goodwin House, Cassopolis. Three Rivers House, Three River. Hotel Belding, Belding. New Commercial, Ionia. Brackett House, Big Rapids. Hotel McKinnon, Cadillac. Pipp House, Kalkaska. Manning House, Kalkaska. United States Hotel, Boyne City. Commercial House, East Jordan. Cushman House, Petoskey. Forest Hotel, Fennville. Smith's Hotel, Grand Junction. Central Hotel, Goblesville. Higbee House, Benton Harbor. Dyckman House, Paw Paw. Bennett House, Mt. Pleasant. Duncombe House, Deatur. St. Joe House, Mendon. Arlington House, Coldwater. South Michigan House, Coldwater. Russell House, Jonesville. Quincy House, Quincy. Alger House, Clare. Decker House, Lakeview. Retan House, Ithaca. Commercial House, Boyne City. Smith's Hotel, Hillsdale. Bryant House, Flint. Keefer House, Hillsdale. Brown's Hotel, Union City. City Hotel, Holland. Commercial Hotel, St. Louis. New Paddock, Union City. Lawrence House, Adrian. Mancelona House, Mancelona. Sherwood House, St. Ignace. Gilbert House, Reed City. Depot Dining Rooms, Reed City. Hotel Jackson, Cadillac. Commercial House, Manton. Park Place, Traverse City. Cook's Hotel, Ann Arbor. Welch House, Portland. Hotel Hodges, Pontiac. Snow's Hotel, Ludington. The Oakland, Oxford. Sherman House, Mt. Clemens. Edwards House, Marine City. Commercial House, Richmond. American House, Romeo. Atlantic Hotel, White Cloud. Lake View House, Elk Rapids. Lewis House, Torch Lake. Davis House, Lowell. Miller House, Carson City. Oaks House, Reed City. McKinnon House, Cadillac. Hotel Downey, Lansing. Whipple House, South Lyon. Sherman House, Flint. Moore House, North Branch. Tremont House, Cass City. Marathon House, Columbiaville. American House, Cadillac. New Everett, East Saginaw. Sebring House, Bangor. Depot Hotel, Hartford. Bond House, Niles. Coburn's Exchange, Howard City. Abram House, Lapeer. Brooks House, Sand Lake. Bailey House, Ionia. Campbell House, Bay City. Wildermuth House, Owosso. Ewart House, Ewart. Phoenix House, West Branch. Otsego Lake House, Otsego Lake.

Grayling House, Grayling. New Cheboygan, Cheboygan. Hotel Whitecomb, St. Joseph. Filer House, Ludington. Hotel Marquette, Marquette. Snow's Hotel, Ludington. Northwestern Hotel, Hancock. Bennett House, Galesburg. New Winchester, Au Sable. New Winchester, Oscoda. Davis House, Lowell. New Strong House, East Tawas. Caro House, Caro.

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

Overalls, Pants, Etc., OUR OWN MAKE.

Fancy Crockery and Fancy Woodenware OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit prices guaranteed.

Crockery & Glassware

Table listing various lamp burners, chimneys, and glassware items with prices.

KENDALLS Millinery. Wholesale Department.

Largest Stock in the City.

Goods Direct from the Manufacturers and Importers. Merchants and Milliners will find our prices this season as low as any house in the trade.

J. C. Kendall & Co., 75 MONROE ST. & FOUNTAIN ST.

Advertisement for Stanley & Schroeder, Leading Merchant Tailors, 33 Monroe St.

F. Raniville, Manufacturer of LEATHER BELTING. Rubber Goods and Mill Supplies. 1 to 5 Pearl Street, GRAND RAPIDS, MICH.

DEATH

To the Pass Book.

Such is the fate of the Pass Book System wherever it comes in contact with the

Tradesman Credit Coupon Book, Which is now used by over 2,600 Michigan merchants.

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

Table showing coupon prices: \$2 Coupons, per hundred \$2.50; \$5 " " " 3.00; \$10 " " " 4.00; \$20 " " " 5.00.

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

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

H. Leonard & Sons. Grand Rapids, Mich.

Near Union Depot. Cor. Spring and Fulton Sts.

REDUCED PRICES MASON Porcelained Top Fruit Jar

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

Table of jar prices: 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: 1/2 Pint, Tin Covers, 6 doz. in case, \$1.80; 1/2 Pint, Tin Covers, 6 doz. in case, 2.00; 1/2 Pint, Tin Covers, 20 doz. in bbl., per doz., 25; 1/2 Pint, Tin Covers, 18 doz. in bbl., per doz., 28. Stoneware: Jugs, Butters, Churns & Milk Pans, per gal., \$1.66; 1/2 Gallon Tomato Jugs and Corks, per doz., .90; 1-Gallon Tomato Jugs and Corks, per doz., 1.40; 1/2-Gallon Preserve Jars, Stone Cork, per doz., 90; 1-Gallon Preserve Jars, Stone Cork, per doz., 1.40; Wax for Sealing, 5-lb. Packages, per lb., .03; Shipped Loose Without Packing.

H. Leonard & Sons.

Advertisement for D.W. Archer's Trophy Sugar Corn, featuring a trophy image and directions for use.

Advertisement for Corliss Automatic Cut Off Engines, featuring an image of the engine and text: 'THE LANE & BODLEY CO., 2 to 48 JOHN STREET, CINCINNATI, O.'

Advertisement for Hamilton's Art Gallery, featuring an image of a gallery building and text: 'LIFE SIZE PORTRAITS A SPECIALTY. CANAL STREET.'

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.

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

C. A. LAMB & CO., Wholesale and Commission—Our Specialties: CALIFORNIA FRUITS, LEMONS, ORANGES, BANANAS AND BERRIES. 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.

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.

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, Special care given outside shipments. Visiting merchants are invited to call at the distributing depot, 106 Kent St. GRAND RAPIDS, MICH.

A. HIMES, Shipper and Retail Dealer in Lehigh Valley Coal Co.'s COAL. Office, 54 Pearl St. Grand Rapids, Mich. THE ABOVE COMPANY'S COAL IN CAR LOTS ALWAYS ON TRACK READY FOR SHIPMENT.

Advertisement for J. H. Myers, featuring an image of a man on a horse and text: 'I WILL RETURN TO J. H. MYERS, MANUFACTURER AND DEALER IN COLLARS AND HARNESS.'

BLIVEN & ALLYN, Sole Agents for the Celebrated "BIG F" Brand of Oysters. In Cans and Bulk, and Large Handlers of OCEAN FISH, SHELL CLAMS and OYSTERS. We make a specialty of fine goods in our line and are prepared to quote prices at any time. We solicit consignments of all kinds of Wild Game, such as Partridges, Quail, Ducks, Bear, etc. H. M. BLIVEN, Manager. 63 Pearl St.

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.

GROCERIES.

The Condition of Trade.

Commercial affairs continue under the influence of favorable conditions, which not only maintain the volume of business but in several instances have developed progressive improvement.

Purely Personal.

Chas. Smith, buyer for Horning & Hart, at Woodville, was in town a couple of days last week.

Arthur Gibson, of the grocery firm of Palmer & Gibson, was in town all last week. He was accompanied by his wife.

Emanuel Treusch, of the firm of Morris H. Treusch & Bro., has gone to New York to complete arrangements to handle Straiton & Storm's entire line of cigars.

Guy M. Harwood, the Petoskey druggist, sauntered around the city all last week, seeking rest and recreation.

Samuel Lyon left Monday for Cleveland, whither he goes to Auburn, N. Y., and Providence, R. I., returning by way of Philadelphia, Pittsburg and Indianapolis.

J. Vandenberg, buyer for the Chippewa Lumber Co., at Chippewa Lake, has concluded to defer the erection of a house on his lot on Wealthy avenue until next spring.

The Chicago Tribune noted the presence of a tough looking cowboy in that city one day last week. The Tribune was mistaken. Its supposed cowboy was none other than F. S. Millington, the Paw Paw merchant, accompanied by his big hat.

The P. of I. Dealers. The following are the P. of I. dealers who had not cancelled their contracts at last accounts:

Assyria—J. W. Abbey. Bellevue—John Evans. Carson City—A. B. Loomis, A. Y. Sessions.

Cedar Springs—John Beucus, B. A. Fish, L. A. Gardiner. Charlotte—John J. Richardson, Daron & Smith, J. Andrews, C. P. Lock.

Maple Rapids—L. S. Aldrich. Millington—Chas. H. Valentine. Morley—Henry Strope.

The Grocery Market. Sugars have taken another downward turn, but the market is now fairly firm and no further downward movement is expected for the next few days.

The Stub-Tailed Cow—One of Lincoln's Stories. Stories of President Lincoln's keen humor are seemingly inexhaustible.

Meeting of the Executive Board. The Executive Board of the Michigan Business Men's Association held a meeting at the Morton House last Wednesday evening.

It was decided to engage the services of President Whitney to personally visit every local association in the State during the coming six months.

When the hat was produced it was discovered to be very much after the style affected by Hamlin, but it bore a badge of mourning, which emblem the Vice-President ripped off with his penknife.

"What are you looking at, sir?" asked Hamlin sharply.

"Your hat," answered the man mildly.

"If it had a weed on it I should say it was mine."

"Well, it hasn't got a weed on it, has it?" asked the Vice-President.

"No, sir," said the hatless man, "it hasn't."

"Then it isn't your hat, is it?" said the proud possessor of it.

"No, I guess not," said the man as he turned to walk away.

"That reminds me," said President Lincoln who laughed heartily and said:

"That reminds me, Hamlin, of a long time ago when I was pioneering and soldiering in Illinois and we put up a joke on some officers of the United States Army."

"My party and I were a long way off from the comforts of civilized life, and our only neighbors were the garrison of a United States fort."

"We did pretty well for rations, had plenty of salt meat and flour, but milk was not to be had for love or money, and as we all longed for the delicacy we thought it pretty mean

that the officers of the fort, who had two cows—a stubbed-tailed one and a black and white one—offered us no milk, though we threw out many strong hints that it would be acceptable.

"To teach them a lesson and borrow or steal one of those cows, just as you choose to put it."

"But how it could be done without the cow being at once identified and recovered was the question. At last we hit on a plan."

"One of our party was dispatched a day's ride to the nearest slaughter-house, where he procured a long red cow's tail to match the color of the stub-tailed cow."

"After possessing ourselves of which animal we neatly tied our purchase to the poor stub, and with appetites whetted by long abstinence we drank and relished the sweet milk which 'our cow' gave."

"A few days afterward we were honored by a call from the commander of the fort."

"Say, boys," said he, "we have lost one of our cows. Of course we felt very sorry and expressed our regret accordingly."

"But," continued the commander, "I came over to say that if that cow of yours had a stub tail, I should say it was ours."

"'But she hasn't a stub tail, has she?'" asked we, sure of our point.

"'No,'" said the officer, "she certainly has not a stub tail."

"'Well, she isn't your cow then,'" and our argument was unanswerable was Hamlin's."

PRODUCE MARKET.

Apples—Dealers pay \$1.25@1.50 for good fruit in the orchard. Snows, Kings, Pippins and Wagners are now in market, commanding \$2.50 per bbl.

Beans—Dealers pay \$1.40 for unpicked and \$1.60 for picked, holding at \$2 per bu.

Butter—The market is firm; dairy has advanced to 16¢@17¢, while creamery is in good demand at 16¢@17¢.

Cheese—Makers are holding September stock at 9¢, jobbers holding at 10¢.

Cranberries—Cape Cod are \$1 higher, readily commanding \$9.50 per bbl.

Dried Apples—New evaporated are held at 7¢ and sundried at 5¢.

Eggs—Jobbers pay 15¢ for fresh and hold at 15¢. Pickled and cold storage stock commands about 17¢.

Field Seeds—Clover, mammoth, \$5 per bu; medium, \$4.75. Timothy, \$1.65 per bu.

Honey—in small demand. Clean comb commands 16¢@16 1/2¢ per lb.

Musk Melons—75¢ per crate. Onions—50¢ per bu. for clean stock.

Peaches—Hills' Chili are still in market, commanding \$2.50@2.50 per bu.

Potatoes—The market is steady. Dealers pay 30¢ and sell at 35¢.

Swet Potatoes—Fancy Jersey stock commands \$3.25 per bu.

Tomatoes—65¢@75¢ per bu. Water Melons—\$15@18 per 100.

Wholesale Price Current.

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

Table of Wholesale Price Current with multiple columns listing various goods and their prices.



Accident Insurance Is that Furnished by the United States Mutual Accident Association

CHARLES B. PEET, President. JAMES R. PITCHER, Sec'y and Gen. Manager.

320-324 Broadway, New York.

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.

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 guarantee to be mined from the BIG VEIN in the Georges Creek District.

Dry Mined Rock Salt. 99 1-2 PER CENT. PURE

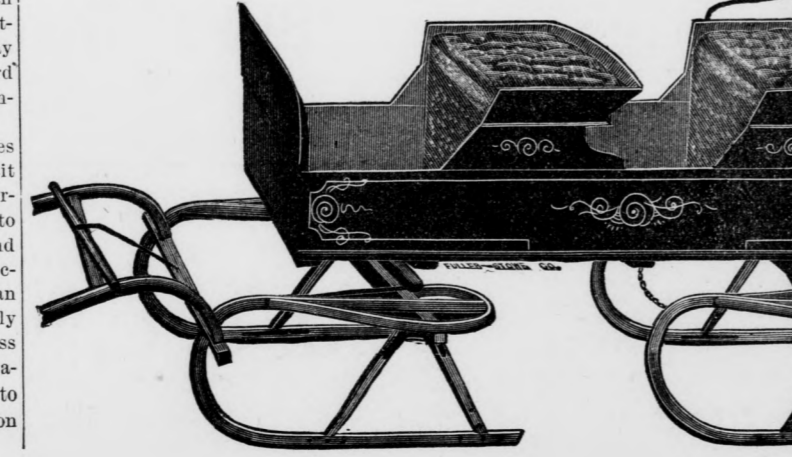
We have secured the sole agency for the Dry Rock Salt mined in the celebrated Retsof mines, in the Genesee Valley, N. Y., which we offer to the trade in 100-pound sacks.

I. M. CLARK & SON.

We are also sole agents for Grand Rapids for the celebrated "TIGER" Package Coffee.

PERKINS & HESS DEALERS IN Hides, Furs, Wool & Tallow, NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

The Belknap Wagon and Sleigh Co., Grand Rapids, Mich. Manufacturers of Delivery Wagons of all descriptions. Also manufacturers full line of Delivery and Road Sleighs. Write for illustrated catalogue and price list.



Drugs & Medicines.

State Board of Pharmacy. One Year—Ottmar Eberhart, Grand Rapids, Michigan...

Michigan State Pharmaceutical Ass'n. President—Frank Inglis, Detroit. First Vice-President—F. M. Aldorf, Lansing...

Grand Rapids Pharmaceutical Society. President—J. W. Hayward, Secretary—Frank H. Scott...

Grand Rapids Drug Clerks' Association. President—F. D. Kipp, Secretary—Albert Brower...

Detroit Pharmaceutical Society. President—J. W. Allen, Secretary—W. F. Jackman...

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

Soluble Prussian Blue. Ordinary soluble Prussian blue is a compound of Prussian blue with potassium ferrocyanide...

Colloidal Prussian blue was obtained by Graeum by dialysis. Pure soluble Prussian blue is obtained by suspending purified Prussian blue in a saturated solution of oxalic acid...

When Prussian blue is heated with water and molybdic anhydride, it yields a deep blue solution which is not affected by boiling or by gelatin. It is precipitated by sulphuric or nitric acid...

When Prussian blue is treated with concentrated sulphuric acid, it yields a soft, white mass like starch paste, and if the temperature rises, it is partially decomposed...

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These are properties which, in fine art painting, might be of great value in preserving the tinctorial purity and freshness of pigments.

Sulphur chloride gave a perfectly white product with the fresh oil, but when oxidized the product was very dark, almost black. The iodine absorption of the fresh oil thus obtained was very high, but fell rapidly by oxidation or blowing.

Monday the gentlemen representing the American Wool Boot Co. were in the city, and the Council closed the contract which secures the location of their factory at Hastings.

This is a Canadian company, of which Mr. Edward Roos will be manager, has plenty of capital behind it, and the men, from appearances and references, are honorable, successful business men, and know the business well in which they are to engage.

The petition asking the Common Council to secure this factory, at the estimated cost named, was signed by over 200 taxpayers of Hastings, representing fully \$700,000 of the taxable property of the city.

Now, as the matter is closed up as per request of taxpayers, all should acquiesce cheerfully in the action of the Council. It may seem a large sum, but a successful factory will in a year's time pay for itself.

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How to Have a Poor Clerk.

Hire the cheapest applicant. Set him to work without ascertaining how much he knows of the job he is to perform.

Never raise his salary unless he first gets an offer from somebody else. Try to convince him that he is of no great account.

Tell him occasionally that such goods as you buy will sell themselves; all they need is to be shown.

Don't let him help on the books, for he might learn to be an accountant, and so become expensively valuable.

Never mind where he spends his evenings or who his associates are. If he remains ignorant as to the qualities of goods, he will be all the better prepared to praise up the poorer and without any twinges of conscience.

Let him observe that what you don't know has no particular effect on the force of your assertions. If he is a youth of average intelligence, he will become able to prevaricate with some skill in your behalf.

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

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

Wholesale Price Current.

Advanced—Gum Opium, Gum Opium (po.), Oil Wintergreen, Declined—Turpentine.

Table with columns for various goods and prices. Includes items like ACIDUM, AMMONIA, ANILINE, BALSAMUM, CORTEX, EXTRACTUM, FLORES, GUMMI, MAONISIA, OLEUM, POTASSIUM, and SYRUPS.

Polishina. This is the Time to Paint. The Best is Always the Cheapest. GUARANTEE. Same to Give Satisfaction. Dealers in paints will find it to their interest to write us for prices and sample cards.

THE MOST RELIABLE FOOD. RIDGE'S FOOD. For Infants and Invalids. Cooked everywhere, with unqualified praise. Not of medicine, but a delicious food, suited to the weakest stomach. Price 50c and upward. Wholesale and Co. on every label.

HAZELTINE & PERKINS DRUG CO. Importers and Jobbers of --- DRUGS --- Chemicals and Druggists' Sundries. Patent Medicines, Paints, Oils, Varnishes. Sole Agents for the Celebrated Pioneer Prepared Paints.

WEATHERLY'S MICHIGAN CATARRH REMEDY. We have in stock and offer a full line of Whiskies, Brandies, Gins, Wines, Rums.

We are Sole Proprietors of WEATHERLY'S MICHIGAN CATARRH REMEDY. We have in stock and offer a full line of Whiskies, Brandies, Gins, Wines, Rums.

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

We sell Liquors for Medicinal Purposes only. We give our Personal Attention to Mail Orders and Guarantee Satisfaction. All orders are Shipped and Invoiced the same day we receive them. Send in a trial order.

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

THE LATE IMPROVED JETTINE. Warranted not to Thicken, Sour or Mould in any Climate. Guaranteed, Quality Guaranteed Against Injury by Freezing.

DIAMOND TEA CURES Liver and Kidney Troubles, Blood Diseases, Constipation. Female Complaints. WATCH FOR LYNCH'S BEAUTY, on the Market.

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# The Michigan Tradesman

**THE CROSSED DOLLAR.**  
[CONTINUED FROM FIRST PAGE.]

only the same number of silver dollars that I put in there myself, for I counted them."

"Because I gave one of them to Sam Kendall in change for a two-dollar bill," explained Mark, "and that was before I took the dollar of Lyman."

"And how do you know it was the crossed dollar you took of my son?" asked Mr. Randall.

"Because I took particular notice of it," returned Loud. "You see, when the porter and stage got in, and after the horses were put up, the driver wanted to 'odd and even' with me to see who would carry the mail up to the postoffice, so I took out this dollar—for I hadn't a chance to carry it into the office—and I agreed to let him guess on the date of that, and when I came to look at the figures, I found a little cross that looked as though it had been cut in with a knife, and one end of it came right down to the date. If that's the dollar Randall's got, you'll find it just as I've said."

This produced quite a marked sensation; and when Mr. Randall was asked to show the dollar he freely acknowledged, though with accumulated wrath, that there was no need of it.

"Then of course, you withdraw your complaint," said Bullard.

"Yes returned Randall; and then turning savagely upon his son, he hissed out from between his clenched teeth: "Lyman, you scamp you shall suffer for this. Come, sir, and I'll teach!"

But the boy did not choose to hear any more, for quickly turning at bay he retorted:

"Now look here, father, you'd better keep dark, for I think I can tell some things as well as you!"

Elias Randall was humbled in a moment, and like a whipped cur he turned to leave the office; but before he did so he heard Farmer Jones remark:

"Like father, like son. The boy's learned his lesson well!"

There were tears in Wilton Cunningham's eyes when he took Alice by the hand, but he could not speak; nor could she, for her excitement had been too great; but of one thing I am sure: In less than two short months, they had spoken to some purpose, for they had become one for life, and on the next Monday afterward, Wilton opened a large store with a freely loaned capital of \$8,000.

Just seven years passed away since then. Mr. Randall lost all his customers in less than a year after the opening of the new store, for through Cunningham's honest trading, the people found how shamefully they had been cheated, and the latter has not only cleared enough to refund his borrowed capital, but he has gained a large circle of true-hearted friends such as true honest work never fails to win. Lyman Randall was just in time to take the first "Oregon fever," while his father went to Canada and entered into horse trading, but no one ever bought a horse of him the second time, and he has surely lived to appreciate the old adage: "He who swims in small sins, will sink in greater sorrows."

SYLVANUS COBB.

**Keeping Engagements.**

A boy should not make an engagement unless it is a proper one; but, having made it, he should keep it. If an hour has been named, he should be there on time, or if not, he should have some valid reason to offer for his failure to do so. He may have the liberty to waste his own time, but he has no right to waste the time of another.

The sacredness with which Sir William Napier regarded an engagement, even of a seemingly trivial character, is shown by an incident: One day he met a little girl who was sobbing violently over a bowl which she had broken.

"You can mend it, can't you?" she appealingly said to him.

The bowl was past mending, and, on putting his hand into his pocket, he found that he had left his purse at home.

"Meet me here, at this hour to-morrow, my dear," he said. "I'll give you a sixpence with which to buy another bowl."

When he reached home, he found on his desk an invitation to dine with some distinguished gentlemen at Bath the next day. He had to forego the great pleasure because of the engagement which he made with the little girl, and so he notified the host that a previous appointment would prevent him from accepting the invitation. His integrity would not allow him to break an engagement that involved but a sixpence, which he might have paid at some other time.

President Lincoln had been trained from boyhood to honor every promise that he made. After he was married and had a family of his own, he was visited by a gentleman of some distinction, who, unfortunately, made promises more freely than he kept them.

In order to induce one of Mr. Lincoln's boys to sit on his lap, the gentleman offered to give him a charm which he wore on his watch chain. The boy clambered upon his lap, and finally the gentleman rose to go.

"Are you not going to keep your promise with my boy?" Mr. Lincoln asked.

"What promise?" inquired the other.

"You said you would give him that charm," reminded Mr. Lincoln.

"Oh, I couldn't," laughed the visitor.

"It is not only valuable, but I prize it highly as an heirloom."

"Give it to him," Mr. Lincoln sternly said, "I would not want him to know that I entertained one who had no regard for his word."

The gentleman colored, and then undid the charm and handed it to the boy. We do not know whether the gentleman received the charm again, afterward, but he certainly was taught a lesson.

**The Difference.**

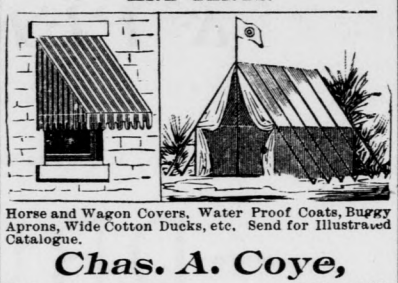
"In our country," said the Englishman, as he leaned back in his chair, "before we marry we arrange to settle a certain sum upon the wife."

"Yes, I know," replied the American, "but with us it is different. It is after we are married that we settle everything on the wife and arrange to beat our creditors."

"Haw! I see. And how do the creditors take it?"

"They never find anything to take."

# 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.

# FLOUR

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

Bolted Meal, Feed, Etc.

MAIL ORDERS SOLICITED.

NEWAYCO ROLLER MILLS.

**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!

**FOR Lowest Wholesale Quotations ON BEST**

**Scranton Coal!**  
Call on or address

**A. B. Knowlson,**  
25 Pearl Street, 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.

**THE ALDINE FIRE PUMP**

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

**TIME TABLES.**

**Grand Rapids & Indiana.**  
GOING NORTH. Arrives. Leaves.  
Traverse City & Mackinaw.....7:30 a m 7:30 a m  
Traverse City & Mackinaw.....9:30 a m 11:30 a m  
Traverse City Express.....9:45 a m 11:30 p m  
Petoskey & Mackinaw.....9:45 p m 11:30 p m  
7:30 a m and 11:30 a. m. trains have chair cars for Petoskey and Mackinaw City.  
GOING SOUTH.  
Cincinnati Express.....6:25 a m 7:00 a m  
Fort Wayne Express.....11:45 a m 12:45 a m  
Cincinnati Express.....6:40 p m 10:45 p m  
Chicago and Sturgis.....10:40 p m 11:05 p m  
9:30 p m train has parlor chair car for Cincinnati.  
6:00 p m train has Wagner sleeper for Cincinnati.  
11:00 p m train has sleeping car for Chicago, via Kalamazoo.  
Sleeping car rates—\$1.50 to Chicago, Petoskey 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. Arrives. Leaves.  
Morning Express.....12:30 p m 12:35 p m  
Through Mail.....4:25 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  
7:30 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.....3:45 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 Detroit Express offices, 25 Monroe and 25 Water Sts.  
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, Pittsburg, Creston, Orville and all prominent points on connecting lines.  
A. J. PAISLEY, Gen'l Pass. Agent

# Grand Rapids Fire Insurance Co.

Cash Capital, \$200,000.

**HISTORY—Commenced Business November, 1882:**

Year.	Dec. 31st.	Assets.	Total Income.	Total Expend's.	Surplus.
1882	\$100,359	\$	2,578	\$	2,675
1883	109,703	25,276	16,505	.....	.....
1884	115,670	40,833	35,142	.....	.....
1885	126,237	51,054	41,168	.....	.....
1886	239,501	57,739	45,660	\$	5,378
1887	275,595	102,181	66,558	20,695	.....
1888	300,227	123,240	99,249	35,983	.....

**DIRECTORS:**  
Julius Houseman, George W. Gay, Mart N. L. Sweet, J. M. Weston, H. Widdicomb, J. W. Champlin, D. A. Blodgett, S. F. Aspinwall, James Blair, T. Stewart White, Philo C. Fuller, E. Crofton Fox, A. J. Bowne, Thos. M. Peck, Francis Letellier, Grand Rapids; C. T. Hills, Muskegon; R. A. Alger, Detroit; Dwight Cutler, Grand Haven; F. B. Stockbridge, Kalamazoo; O. M. Barnes, Lansing; W. R. Burt, East Saginaw.  
**JULIUS HOUSEMAN, President.**  
S. F. ASPINWALL, Secretary.

**E. W. HALL PLAYING WORKS,**  
ALL KINDS OF  
**Brass and Iron Polishing**  
AND  
**Nickle and Silver Plating**  
Corner Pearl and Front Sts., Grand Rapids.

**Millers, Attention**

We are making a Middlings Purifier and Flour Dresser that will save you their cost at least three times each year. They are guaranteed to do more work in less space (with less power and less waste) than any other machines of their class. Send for descriptive catalogue with testimonials.

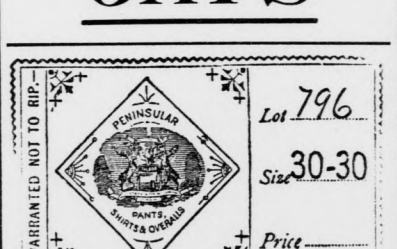
**Martin's Middlings Purifier Co.,**  
GRAND RAPIDS, MICH.

**Good Morning!**

I have just eaten a delicious dish of

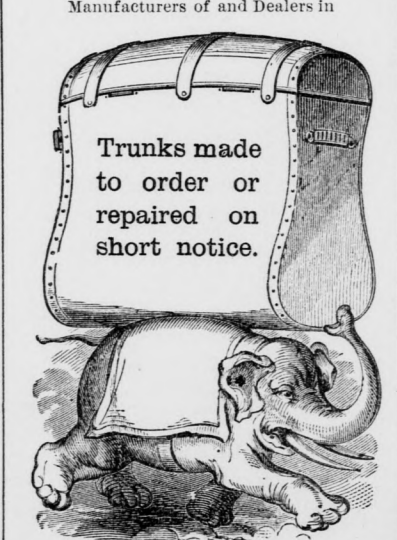
**Muscatine**

**ROLLED OATS**



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

**HANISH & EIFERT,**  
Manufacturers of and Dealers in



**Trunks, Traveling Bags**  
HARNESSES, SADDLES, COLLARS, BRIDLES, COMBS AND BRUSHES.  
74 Waterloo St., - GRAND RAPIDS.

**E. G. STUDLEY,**  
Wholesale Dealer in  
**Rubber Boots and Shoes**  
Manufactured by  
**CANDEE RUBBER CO.**  
Send for Large Illustrated Catalogue and Price List.  
**TELEPHONE 464.**  
No. 4 Monroe Street, GRAND RAPIDS, MICH.

**Michigan Fire and Marine Insurance Co.**  
ORGANIZED 1881.  
CASH CAPITAL \$400,000.  
CASH ASSETS OVER \$700,000.  
LOSSES PAID \$500,000.

**D. Whitney, Jr., President. Eugene Harbeck, Sec'y.**

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

Fair Contracts, Equitable Rates,  
Prompt Settlements,  
**Insure in "The Michigan."**

**Lemon & Peters,**  
**WHOLESALE GROCERS.**

SOLE AGENTS FOR  
**Lautz Bros. & Co.'s Soaps,**  
**Niagara Starch,**  
**Amboy Cheese.**  
**GRAND RAPIDS.**

**Job Printing!**

We desire to call attention to our facilities for producing first-class job printing for the trade.

If you live in a part of the State where you cannot get satisfactory work, write us for estimates. Samples and prices sent on application.

We carry a complete line of stationery, papers—in fact all kinds of printers' stock. Send sample of what you want.

**Fuller & Stowe Company,**  
100 Louis St.,  
GRAND RAPIDS.

**BROWN & SEHLER,**  
DEALERS IN  
**Engines, Boilers and Mill Machinery, Farm Machinery, Agricultural Implements, Wagons and Carriages.**

Corner West Bridge and North Front Sts., GRAND RAPIDS.

**CURTISS & CO.,**  
WHOLESALE  
**Paper Warehouse.**  
We carry the VEBY BEST double or single bit, hand-shaved ax handle ever made.  
Houseman Block, Grand Rapids, Mich.

**DETROIT SOAP CO.,**  
Manufacturers of the following well-known brands:

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

For quotations in single box lots, see Price Current. For quotations in larger quantities, address,  
**W. G. HAWKINS,** Salesman for Western Michigan, LOCK BOX 173. GRAND RAPIDS.

**P. STEKETEE & SONS,**  
WHOLESALE  
**Dry Goods and Notions,**  
83 Monroe St. and 10, 12, 14, 16 & 18 Fountain St.,  
Grand Rapids, Mich.

Fall Line of Hosiery, Underwear, Yarn, Comforters, Blankets, Flannels and Woolens Complete. New Line of Prints, Gingham, Dress Goods, Tricots and Sackings. We always carry a full line of Pants, Overalls, Jackets, Shirts, Lumbermen's Hose and Drawers, and Complete Stock of Notions.

**STARK, AMERICAN, PACIFIC, BURLAPS.**

**Bags.** Warps, Geese Feathers, Waddings, Batts and Twines.

Agents for Georgia and Valley City Bags.  
FLOOR OIL CLOTH—ALL WIDTHS—FOR FALL.

**Rindge, Bertsch & Co.,**  
MICHIGAN AGENTS FOR THE



**BOSTON RUBBER SHOE CO.**  
We carry a full line in stock and guarantee terms and prices as good as any house selling the line. Correspondence solicited.  
12, 14 AND 16 PEARL ST., GRAND RAPIDS, MICH.

**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,**  
Grand Rapids, Mich.  
SEE QUOTATIONS THIS PAPER.

**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,**

**ATLAS ENGINE WORKS**  
INDIANAPOLIS, IND., U. S. A.  
MANUFACTURERS OF  
**STEAM ENGINES & BOILERS.**  
Gery 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.,**  
**Cracker Manufacturers,**  
37, 39 and 41 Kent St., Grand Rapids.