

The Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 27, 1889.

NO. 323.

Magic Coffee Roaster.

The Best in the World.

Having on hand a large stock of No. 1 Roasters—capacity 35 lbs.—I will sell them at very low prices. Write for Special Discount.

ROBT. S. WEST,

48-50 Long St., CLEVELAND, OHIO.

Eaton, Lyon & Co.,

JOBBERS OF

Albums, Dressing Cases, Books
And a complete line of

Fancy

Holiday Goods.

EATON, LYON & CO.,

20 & 22 Monroe St., Grand Rapids.

Wm. Brummeler

JOBBERS OF

Tinware, Glassware and Notions.

Tags, Rubbers and Metals bought at Market Prices.

76 SPRING ST., GRAND RAPIDS,
WE CAN UNDERSELL ANY ONE ON TINWARE.

Something New

Bill Snort

We guarantee this cigar the best \$35 cigar on the market. Send us trial order, and if not ENTIRELY SATISFACTORY return them. Advertising matter sent with each order.

Charlevoix Cigar M'fg Co.,

CHARLEVOIX, MICH.

Daniel G. Garnsey,

EXPERT ACCOUNTANT

AND

Adjuster of Fire Losses.

Twenty Years Experience. References furnished if desired.

24 Fountain St., Grand Rapids, Mich.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of

Dry Goods

STAPLE and FANCY.

Overalls, Pants, Etc.,

OUR OWN MAKE.

A COMPLETE LINE OF

Fancy Groceries and

Fancy Woodenware

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit prices guaranteed.

Muskegon Paper Co.,

Dealers in

FINE STATIONERY, WRAPPING

PAPERS, PAPERBAGS, TWINES,

WOODEN DISHES, ETC.

Mail Orders Promptly Filled.

44 Pine St., Muskegon, Mich.

Cook & Bergthold,

MANUFACTURERS OF

SHOW CASES.

Prices Lower than those of any competitor. Write for catalogue and prices.

108 Kent St., - Grand Rapids, Mich.

The Most Celebrated Cigar in America

"BEN HUR."

BETTER THAN EVER. EXQUISITE AROMA. DELICIOUS QUALITY.

For Sale Everywhere. 10c each, three for 25c.

GEO. MOEBS & CO., Manufacturers, 92 Woodward Avenue, Detroit.

LIQUOR & POISON RECORD

COMBINED.

Acknowledged to be the

Best on the Market.

E. A. STOWE & BRO., 100 Louis St., GRAND RAPIDS

ALLEN DURFEE. A. D. LEAVENWORTH.

Allen Durfee & Co.,

FUNERAL DIRECTORS,

103 Ottawa St., Grand Rapids.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND

Jeweler,

44 CANAL ST.,

Grand Rapids, - Mich.

Warren's

"Elixir of Life"

Cigar

Will be ready Sept. 1.

Price, \$55 delivered.

Send orders at once to

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

Fine Millinery!

WHOLESALE AND RETAIL.

Bought Direct from Importers

and Manufacturers.

Adams & Co.,

90 Monroe St., Opposite Morton House.

Cherryman & Bowen,

Undertakers and Embalmers,

IMMEDIATE ATTENTION GIVEN TO CALLS DAY OR NIGHT.

Telephone 1000. 5 South Division St.

GRAND RAPIDS.

Lady assistant when desired.

West Michigan BUSINESS UNIVERSITY

AND NORMAL SCHOOL.

(Originally Lean's Business College—Est. 1858)

A thoroughly equipped, permanently established and pleasantly located college. The classrooms have been especially designed in accordance with the latest approved plans. The faculty is composed of the most competent and practical teachers. Students graduating from this institution MUST be efficient and PRACTICAL. The best of references furnished upon application. Our Normal Department is in charge of experienced teachers of established reputation. Satisfactory boarding places secured for all who apply to us. Do not go elsewhere without first personally interviewing or writing us for full particulars. Investigate and decide for yourselves. Students may enter at any time. Address West Michigan Business University and Normal School, 19, 21, 23, 25 and 27 South Division St., Grand Rapids, Mich.

J. U. LEAN, Principal.

A. E. YERK, Sec'y and Treas.

K. KNUDSON,

MERCHANT TAILOR

And Dealer in

Gents' Furnishing Goods.

Fine stock of Woolen Suitings and Overcoats, which I will make to order cheaper than any other house in the city. Perfect fit guaranteed.

20 West Bridge St., Grand Rapids.

Business Practice

Department at the Grand Rapids

Business College. Educates pupils to transact and record business as it is done by our best business houses. It pays to go to the best. Shorthand and Typewriting also thoroughly taught. Send for circular. Address A. S. PARISH, successor to C. G. Swensberg.

20 West Bridge St., Grand Rapids.

F. A. Wurzburg & Co.,

Exclusive Jobbers of

DRY GOODS, HOSIERY,

NOTIONS, UNDERWEAR,

19 & 21 SOUTH DIVISION ST.,

GRAND RAPIDS, - MICH.

FOR PRICES, WRITE TO

BARNETT BROS., Wholesale Dealers,

CHICAGO.

F. Raniville,

Manufacturer of

LEATHER BELTING

JOBBERS OF

Rubber Goods and Mill Supplies.

1 to 5 Pearl Street,

GRAND RAPIDS, - MICH.

A. D. Spangler & Co

WHOLESALE DEALERS IN

FRUITS AND PRODUCE

And General Commission Merchants.

EAST SAGINAW, MICH.

We buy and sell all kinds of fruit and produce and solicit correspondence with both buyers and sellers.

Weatherly & Pulte

(Formerly Shriver, Weatherly & Co.)

CONTRACTORS FOR

Galvanized Iron Cornice,

Plumbing & Heating Work.

Dealers in

Pumps, Pipes, Etc., Mantels and Grates.

Weatherly & Pulte,

GRAND RAPIDS, - MICH.

Fehsenfeld & Grammel,

(Successors to Steele & Gardner.)

Manufacturers of

BROOMS!

Whisks, Toy Brooms, Broom Corn, Broom Handles, and all kinds of Broom Materials.

10 and 12 Plainfield Ave., Grand Rapids.

THE LOSER'S GAIN.

I sold my land to one who had
No ready cash, it seemed;
He paid for it in promises
That never were redeemed.

I went to court, but after years
Of struggle, all in vain,
My farm to lawyers went, for fees,
And there it will remain.

I gave my friend-hip to a man
Who with deceit reined
My every act of friendliness,
And every trust he reined.

To crown his deeds of infamy
This heartless traitor piled
His art to win from me the lass
Who was to be my bride.

He gained the prize—a termagant
She soon was found to be;
To point her way to no man on earth
More justly scourged than he.

Now I've no farm to worry me,
No wealth to bring me strife;
And better still, no faithless friend,
And best, no sordid wife.

I've lost much precious time, 'tis true;
Yet time is left to me
To point her way to no man on earth
And still a gatherer be.

For he that haply wisdom gains
In losing all his store,
Is not a loser, but, in truth,
Is richer than before.

GATH BRITTE.

CONFEDERATE GOLD.

A Thanksgiving Story.

Mr. James Kendall, of the law firm of Kendall & Morris, sat at his desk on the second morning after Thanksgiving Day, confronted by a pile of letters.

"Fifty-three!" he exclaimed, despairingly, "representing every variety of feminine handwriting and every type of female character. Most of them, I suppose, contain pitiful tales of want. Why can't people present their business qualifications without appealing to one's sympathies? Now, here's the first one," hastily running over a closely-written sheet. "The writer doesn't understand short-hand, but will undertake to qualify herself in four weeks if, meanwhile, I will give her some copying to do. Has a widowed brother-in-law and three small nieces to support. Better marry the brother-in-law," he commented vindictively, "and let him support her. Here's another: 'Dear Sir—I am the daughter of wealthy parents, but desire to be independent.' No more of that!" tossing in the waste basket. "Say, Morris!" he cried, looking up hopelessly at his partner, "what's to be done? I can't possibly wade through all this."

The other laughed un sympathetically. "Well," he said, "you would advertise."

"It's a frightful penalty," he said, "and there'll probably be as many more by the next mail."

"Well," said his partner, "read on until you come to a good one; then send for her to the waste basket. 'Say, Morris!' he cried, looking up hopelessly at his partner, 'what's to be done? I can't possibly wade through all this.'"

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She bowed and left the room, while Kendall's partner entered from another door.

"Oh!" he exclaimed, catching a glimpse of the departing visitor, "a lady client?"

"Our new stenographer," explained Kendall. "I think she's a prize."

Morris laughed. "You'll have a row with her inside of six months," he said. "I never knew you to get along with a woman yet."

A frown gathered on Kendall's face. "My relations to her will be purely official," he said. "There will be no occasion for a disagreement."

"Oh, you'll get interested in her," prophesied Morris. "You're too sympathetic. You can't help it. And then you'll make her mad. You can't help that, either. You're too brutally frank."

Kendall never allowed himself to be angry with his partner.

"Well, I believe she is a prize," he insisted.

And, notwithstanding the other's forewarnings, he looked forward with some expectancy to her advent on the morrow.

Mr. Hartshorne's fortune was securely invested—so securely, indeed, that he had not been able to realize a cent of it for fifteen years. His daughter, who had been a little child when he made his investments, did not believe that he ever would realize upon them; but Mr. Hartshorne himself was more sanguine, and looked confidently forward to the day when he would collect, if not the whole, a good part of his original \$250,000. The securities which represented this sum to Mr. Hartshorne, and which for so many years he had locked up in his tin box, were bonds of the extinct Southern Confederacy. There were no more hopeful signs now, it is true, than there had been at any time of their being paid; but he clung to the idea that some day or other, when there came a change of parties in the national administration, the United States would assume the Confederate debt, or so much of it, at least, as embraced his particular loan, whose claims for consideration had always seemed to him peculiarly strong.

The Michigan Tradesman

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Thos. Leak has engaged in the grocery business at Rosina. Lemon & Peters furnished the stock.

Amos S. Musselman & Co. sold the grocery stock to J. A. Holmes & Co. the new dealers at Kent City.

Bartholomew & Hodge have engaged in the grocery business near Hopkins. Ball, Barnhart & Putman furnished the stock.

Palmer & Crozier will remove their boot and shoe stock from Traverse City to this city in about two weeks, locating at 29 Canal street.

Chester J. Carrel has sold his interest in the grocery firm of Carrel Bros., at 598 South Division street, to his brother, who will continue the business under the style of E. J. Carrel.

W. H. Chilson & Son, general dealers at West Sebewa, have opened a general store at Woodbury, the new town at the junction of the D., L. & N. and Lowell & Hastings Railways. The Olney & Judson Grocer Co. furnished the groceries.

Ball, Barnhart & Putman have arranged to merge their business into a stock company under the style of the Ball-Barnhart-Putman Co. The corporation will have a capital stock of \$85,000, all paid in, and the management will be in the same hands as in the past. Enos Putman will serve the company in the capacity of President, Willard Barnhart as Vice President and O. A. Ball as Secretary and Treasurer. The incorporation papers went to Lansing yesterday and will probably be filed with the County Clerk to-day.

As foreshadowed last week, the grocery business of Olney, Shields & Co. has been merged into a stock company under the style of the Olney & Judson Grocer Co. The capital stock of the corporation is \$80,000, all paid in, the stockholders being Chas. E. Olney, Wm. Judson, Heman G. Barlow, Edward Frick, Jas. A. Morrison and R. R. Bean. Chas. E. Olney is President of the company, Edward Frick Vice-President, and Wm. Judson Secretary and Treasurer. With the exception of the retirement of Mr. Shields and the accession of Mr. Barlow, the business will be conducted the same as before, no change being made in either the office or traveling forces.

AROUND THE STATE.

Evart—Mrs. A. Seeker has opened a notion store.

Marion—Asa Borland has opened a meat market.

Fraser—John Fisher succeeds John Bliel in general trade.

Elmira—T. S. Jordan has sold his general stock to his wife.

St. Ignace—Frederick Kruger, general dealer, has been burned out.

Bellevue—James Johnson has sold his meat market to Geo. Miller.

Hesperia—Woolpert & Darlington have opened a new meat market.

Allegan—The sales of the grange store during October were \$17,973.

Port Huron—A. B. Carlisle, grocer, has been closed by creditors.

Crystal—H. J. Beach succeeds Hamilton & Beach in general trade.

Battle Creek—W. N. Clark succeeds J. C. Deuel in the fruit business.

Iron Mountain—King & Kneebone succeed Richard King in the meat business.

Howell—Frank A. Burkhardt has sold his grocery stock to A. W. Balch.

Carland—Jos. Vincent has sold his general stock to Scott & Shannon.

Cannonsburg—J. C. Benbow will remove his general stock to Hartford.

Boyer City—R. R. Perkins succeeds R. R. Perkins & Co. in general trade.

Lake Odessa—Fred Wager, of Ionia, has opened a boot and shoe store here.

Hancock—C. Simmer, Jr., dealer in groceries, has been closed by creditors.

Muskegon—T. M. Lander has embarked in the grocery business at 93 Pine street.

Detroit—Matthew Vice has assigned his merchant tailoring stock to Chas. Cohen.

Edward C. Judd, the Broadway grocer, was recently married to Miss Lillie V. Wright, an estimable West Side lady.

Ishpeming—Markert Bros., provision dealers, have been closed on a mortgage. Debts, \$2,000; visible assets, considerably less.

Watervliet—About \$400 worth of goods were stolen from the stores of S. D. Walden & Co. and Hiram Pierce last Tuesday night.

Hudson—Mr. Fowle has sold his interest in the bakery firm of Fowle & Pratt to Samuel Lee. The new firm will be known as Pratt & Co.

Eaton Rapids—Mr. Glieman, formerly in partnership here with S. Amdursky, has bought F. A. Montgomery's dry goods and grocery stock and will remove it to Lansing.

Greenville—F. W. Briggs, of Dexter, has purchased the interest of A. C. Satterlee in the hardware business of Fowler & Satterlee. The new firm will be known as Fowler & Briggs.

Whitehall—The A. W. Veal boot and shoe stock was bid in at mortgage sale by M. D. Wells & Co., of Chicago, who sold it to a Big Rapids dealer. Mr. Veal will remove to Tampa, Fla.

East Saginaw—C. M. Hill and James E. Vincent have let the contract for the erection of a new hotel, to be built here at once, at a cost of \$100,000. It will be completed October 1, 1890, and has been leased to Detroit parties for ten years.

Reed City—C. J. Fleischauer, who has been engaged in the grocery business here for the past twelve years, has sold his stock to his son, A. Fleischauer, and his brother, N. J. Fleischauer, who will continue the business under the style of A. & N. J. Fleischauer. The old grocer will probably not remain out of the harness long.

MANUFACTURING MATTERS.

Maple City—Cook & Weston will start their sawmill on January 1.

Remus—Benj. J. Shrouds succeeds Shrouds & Hughes in the manufacture of shingles.

Geo. S. Curtiss, the Edgerton lumber and barrel head manufacturer, was in town Monday.

Detroit—The Latimer Cash Register Co. has been incorporated, with a capital stock of \$20,000.

Gould City—R. D. Conway will erect a mill for cutting cedar shingles and paving blocks near this place.

Osego Lake—The Nicholson & Hanson Lumber Co. has incorporated, with a capital stock of \$100,000.

Hancock—The South Range Mining Co. has filed articles of incorporation, with a capital stock of \$1,250,000.

Bay City—The Hathaway Mowing Machine Co. has been incorporated and will carry on business on an extensive scale.

Maple City—Chas. Elsonhimer is building a shingle mill and sash, blind and frame factory, and will have it running by February 1.

Cheboygan—Dr. M. B. Champion and C. O. Gardner have leased the Langdon feed mill and are fitting it up and will soon begin the manufacture of feed, under the firm name of Champion & Gardner.

Manistee—Thomas R. Lyon, of Ludington, has been in Manistee frequently the past few days, and it is reported that there is an extensive pine land deal on the boards, the particulars of which will come out later.

Bay City—Jas. A. Green is patiently awaiting a decision in the Green & Stevens litigation over the Stone Island sawmill premises, and he says if it proves favorable he will erect a large sawmill on the site.

Saginaw—The A. W. Wright Lumber Co. is doing some hustling work on its logging road, in Clare and Gladwin counties. Week before last, from two camps, it took from the tree and put into the stream 2,153,430 feet of logs.

Detroit—Howard H. Parsons recently executed a chattel mortgage for \$15,000 in favor of Isaac Parsons and Butman & Rust, of Saginaw, covering his lumber yard and a land contract for the same. A mortgage for \$20,000 to the same persons, filed week before last, was discharged.

Manistee—D. W. Lewis, who has a lumber yard at Jacksonville, Ill., has at last succeeded in giving away the balance of the machinery in his shingle mill on the river here. A Saginaw firm has secured it and will take it to the Upper Peninsula during the winter months, and have it ready for operations in the spring.

Muskegon—Samuel S. Watson has recently purchased the wood and planing mill of Johnson & Lind. He is engaged in putting in new machinery, new boilers, etc., and will soon have a good planing mill. Mr. Watson is recently from "down east," and is a brother of W. G. Watson, the well-known Muskegon manufacturer.

Manistee—Fred Babcock, who has just returned from a land-looking expedition in Minnesota, is not enamored with the outlook in that region. He says the country is so rough and the brush so thick that it costs a great deal more to log than it does in this country. The character of the timber that he saw was not very inviting.

East Saginaw—Merrill & Ring have purchased of E. F. Gould a tract of pine in town 20, 2 west, the consideration for which was \$40,000.

Manistee—Fred F. Huntress, of Duluth, has been here for the past few days, and it is reported that there is quite an extensive land deal in the wind, the particulars of which will not transpire until the details are completed.

East Saginaw—J. H. Freeney, probably the only colored lumberman in the State, who operated shingle mills here the past two years, one of which was destroyed by explosion, has removed to Wise, Isabella county, where he is running a sawmill, cutting about 25,000 feet daily. The shingle mill here operated by him has passed into other hands.

Bay City—While old sawmill plants are going out of existence, new ones are being organized. W. H. Tousey has purchased a fine site during the past week, and it is understood that Tousey & Turner will establish a planing mill and lumber yard. J. M. Seever and F. C. Babst have leased the site and building of the Bousfield, Perrin & Co. wood-ware factory, and will convert the property into a box factory and planing mill.

East Saginaw—When J. T. Hurst grouped and parted company with the Tobacco river tract of pine, which he bought of Whitney & Stinchfield last spring, he held on to about 20,000,000 feet, which he proposes to lumber himself. He will put in 8,000,000 feet of this timber this season, and has started camps. The logs have been sold to the Saginaw Lumber Co. It is reported the price to be paid is \$12 a thousand delivered in the Tittabawassee boom limits.

The P. of I. Dealers.

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

Adrian—Powers & Burnham, Anton Wells.

Almont—Cokerick & Martin.

Altona—Eli Lyons.

Assyria—J. W. Abbey.

Belding—L. S. Roell.

Bellevue—John Evans.

Big Rapids—W. A. Verity, A. V. Young, E. P. Shankweiler & Co., Mrs. Turk.

Blissfield—Jas. Gauntlett, Jr.

Brice—J. B. Gardner.

Burnside—Jno. G. Bruce & Son.

Capac—H. C. Sigel.

Carson City—A. B. Loomis, A. Y. Sessions.

Cedar Springs—John Beucus, B. A. Fish, Mrs. L. A. Gardner.

Charlotte—John J. Richardson, Daron & Smith, J. Andrews, C. P. Lock.

Chester—P. C. Smith.

Clio—Nixon & Hubbell.

Coral—J. S. Newell & Co.

East Saginaw—John P. Derby.

Evart—Mark Ardis, E. F. Shaw, Stevens & Farrar.

Flint—John B. Wilson.

Flushing—Sweet Bros. & Clark.

Fremont—Boone & Pearson, J. B. Ketchum.

Grand Lodge—A. J. Halsted & Son.

Grand Rapids—Joseph Berles, A. Wilzinski, F. W. Wurzburg.

Harvard—Ward Bros.

Milan—C. C. (Mrs. H. S.) Knight.

Millington—Chas. H. Valentine.

Morley—Henry Strope.

Mt. Morris—H. E. Lamb, J. Vermett & Son, F. H. Cowles.

Nashville—Powers & Stringham, H. M. Lee.

Ogden—A. J. Pence.

Olivet—F. H. Gage.

Ravenna—R. D. Wheeler.

Remus—Geo. Blank.

P. of I. Gossip.

Belding Banner: "The person who is always looking for the cheap class of trade is oftener fleeced than the one who saves time and buys at home."

Belding Banner: "Royalty on patents and copyrights is not a bad thing in the family, and we presume the royalty on the P. of I. order amounts to no small sum."

Evart Review: "The P. I.'s have swallowed the P. T.'s in this vicinity, and now reign supreme. The National Farmer's Alliance have struck the State and will soon supersede the P. I.'s."

Borland correspondence Big Rapids Current: "Wiltse & Charrier have started their store again with a fuller stock than they had before. This looks as if the P. I. scare was about over here."

Pentwater News: "The Hesperia News denounces the P. of I., because they pay only 10 per cent. profit on goods. We don't know anything about the P. of I., never saw one of the animals, but from reports judge that it is woolly and has long ears."

Alpine correspondence Sparta Sentinel: "The Alpine P. of I.'s are again agitating the question of investing a share of their funds in fitting up a hall of their own. As they have nearly \$5 lying idle in their treasury, they can afford to be independent of the Grange for a place in which to hold their meetings."

Sears correspondence Evart Review: "A lodge of Patrons of Industry was organized at the Gregg school house with twenty-five members. We hope it will be both pleasant and profitable for its members, but we are in some doubt, feeling like the old deacon when he prayed for the first Good Templar lodge. He did not want to commit himself, so he prayed: Oh Lord! if it is a good thing bless it, if it is bad, curse it."

Parks Bros., who have signed with the Meocosta P. of I.'s, write THE TRADESMAN as follows: "The P. of I.'s are giving us a nice trade, and we are well pleased with the results. 'Cash is King,' and if all would adopt the P. of I. plan and pay cash, there would not be any trouble in the dealer's paying for his goods and keeping his financial standing as it should be. This trusting out goods to Tom, Dick and Harry, and waiting on Tom one year, and Dick three years, and have Harry leave the country between two days, is no way to do business."

Owosso Times: "On Wednesday, A. L. Osborn, a Cleveland drummer, registered at the Merrell House, leaving his grip near the writing desk in the office while he went down the street a few minutes to do some business. Coming back, he opened his grip and found four of his mileage books gone. An officer was sent for, and as soon as he came and began a search, one of the men in the room, named B. Rosenthal, went down cellar to the wash-room, returning to the office in a short time. The tickets not being in the office, a search was made in the wash-room and the tickets found. When accused of stealing the tickets, Rosenthal did not deny it. Hotel men are warned to look out for him."

George A. Sage, the Rockford grocer, recently had an amusing experience with a P. I. of that place. The sturdy rustic had a load of carrots to sell and George purchased the entire lot at the highest market price. When the carrots had been deposited in the cellar of the store, the former owner hinted that there were several articles in the grocery line he needed, whereupon Mr. Sage announced himself in readiness to serve his customer with the best his store afforded. The P. I. thanked him for the offer, with the remark: "George, you know I am a P. I. from the ground up. If there is anything the P. I. store hasn't got, I'll come back here for it. Guess I'll take cash for them carrots." And George shelled out the hard cash for a load of truck he will have no little difficulty in disposing of for as much as it cost him.

Philadelphia Cash Grocer: "The Patrons of Industry must be a measly concern. Organized originally by men who are neither farmers nor the sons of farmers, it has developed into a combination of sneaking fellows whose chief aim is the suppression of the village grocer. Once organized in a county, they go to the village grocers and threaten to boycott them if they will not sell goods to them at special prices or below the rates given the general public. THE MICHIGAN TRADESMAN is making a vigorous war on the contemptible organization, and with great success. We observe that one of the head men of these 'Patrons of Industry' recently lost his wife by death, and the town authorities had to assume the expense of the poor woman's burial. The story is told to show the impecuniosity of some of these Patrons, who profess to buy for cash, and, therefore, should be given 10 per cent. discount below regular rates to their customers. Here is a chance for the country retail grocer to try the effect of organization. Wherever these Patrons exist, the grocers in the county should combine and decline to sell to them except for cash at full prices. Two can play at the boycott game, and the grocers can do it if they will only combine and post their city brethren as to the scamps of the patronizing order."

The Experience of a P. of I. Dealer.

SUMNER, Nov. 20, 1889.

DEAR SIR—In reply to yours of the 12th, asking my experience with the P. of I.'s, would say that I think that if I had not canceled my contract, I would have found myself in the position of the man in the picture enclosed.

Yours truly, J. B. TUCKER.

The illustration Mr. Tucker incloses is substantially as follows:

Portraits for the Holidays. Send a good cabinet photograph to Hamilton's Art Gallery, 79 Canal street, and get a first-class, life-size, crayon portrait for \$10. Correspondence solicited.

It pays to handle the P. & B. cough drops.

The Men of the Future.

The Boston Boot and Shoe Recorder, in an excellent article on "The Men of Business," ridicules the pretensions of the fashionable fad that professional occupations impart to their followers a kind of superiority, and an "elevated individualism," that distinguishes them from their brethren who tread other paths, and whose talents and energies are enlisted in mechanical or mercantile matters. From the partiality of parents to put their children in the professions, a good many square pegs are getting into round holes. The boys who leave school in order to earn food and clothing are, as a rule, the men who in after years constitute the foundations upon which rest the structure of a greater and grander civilization. The men who can be the least separated are outside of the professions. That the theoretical is more honorable or praiseworthy than the practical in vocations, is the reasoning of the snob, and it is high time that the parents of this country began to make something besides impecunious parrots of their boys.

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.

I HAVE A FINE STORE BUILDING—BEST LOCATION in Middleport, Mich. 20x30 feet, two stories, plate glass front, suitable for drug stock, which I would like to exchange for a stock of drugs. Address W. O. Clark, Erie, Penn. 43

TO EXCHANGE—MUNICIPALITY 200-A BE FARM near Columbus, Ohio, and cash, for merchandise. Address Party, Box E. Fostoria, Ohio. 44

FOR SALE OR EXCHANGE—HOUSE AND LOT, TWO blocks from postoffice, in city of 3,000 inhabitants in Southern Michigan; also farm of 16 acres, two miles from same city, clay loam soil, with good buildings; will exchange for stock of merchandise. Address, 239 care Tradesman. 45

FOR SALE—NEW STOCK OF HATS, CAPS AND GENTS' FURNISHING GOODS; will include about \$2,000, also new stock of boots, shoes and rubbers, will invoice about \$6,000. G. W. Watrous, Jackson, Mich. 46

FOR SALE—GOOD, PAYING BAKERY, CONFECTIONery and restaurant business, owner obliged to leave city on account of ill health. Address, No. 541, care Michigan Tradesman. 47

I HAVE SEVERAL FARMS WHICH I WILL EXCHANGE for merchandise, Grand Rapids city property, or will sell on easy payments; these farms have the best of soil, are under good state of cultivation, and located between the cities of Grand Rapids and Muskegon. O. F. Conklin, Grand Rapids, Mich. 48

GROCERIES—TWO G. R. CITY LOTS IN EXCHANGE for \$800 worth of groceries. Address, E. S. Houghtaling, Hart, Mich. 49

FOR SALE—WE OFFER FOR SALE, ON VERY favorable terms, the E. H. Escott drug stock, at 75 Canal street, Grand Rapids, Hazeltine & Perkins Drug Co. Price, \$1,000. 50

FOR SALE—DRUG STORES—FIRST CLASS—IN DAY-ton, Ohio; others in various locations. If you want to buy, sell or exchange, write W. E. Donson, Dayton, Ohio. 51

FOR SALE—THE FINEST DRUG STORE IN THE CITY of Muskegon at 75 cents on the dollar, reasons other business. C. L. Brundage, Muskegon, Mich. 52

FOR SALE—A GOOD GROCERY BUSINESS HAVING the cream of the trade; best location in the city; stock clean and well assorted; this is a rare chance for any one to get a good paying business; price health the only reason. Address, S. Stern, Kalamazoo, Mich. 53

FOR SALE—GROCERY STOCK IN GOOD LOCATION will inventory \$700 to \$800 and doing a business of about \$13,000. Address No. 502, care Tradesman. 54

MISCELLANEOUS.

WANTED—GENERAL AND LOCAL AGENTS TO handle the New Patent Chemical Ink Erasing Pen. Greatest novelty ever produced. Erases ink in two seconds, no abrasion of paper. 100 to 500 per cent. profit. One agent's sales amounted to \$25 in six days—another \$33 in two hours. Territory absolutely free. Salary to good men. No ladies need answer. Sample 25 cents. For terms and full particulars, address, The Monroe Eraser Co., Manufacturers, La Crosse, Wis. 55

BEGIN THE NEW YEAR BY DISCARDING THE annoying Pass Book System and adopting in its place the Tradesman Credit Coupon. Send \$1 for sample order which will be sent prepaid. E. A. Stowe & Bro., Grand Rapids. 56

6,000 COPIES SHEET MUSIC, 100 COPY—COMIC song and joke books, 10c; banjo and guitar music, etc. J. W. Reading music dealer, Grand Rapids, Mich. 57

FOR SALE—DRAFT TEAM 5 YEARS OLD—BARK M. W. Willard, Kalamazoo, Mich. 58

WANTED—SEND A POSTAL TO THE SUFFLE CO. for the new Excelsior Pass Book, the most complete and the best in the market and just what every merchant should have progressive merchants all over the country are now using them. 59

LESTER & CO.

Every Wide-Awake Merchant Should Certainly Sell

LION, THE KING OF COFFEES.

An Article of Absolute Merit.

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

Woolson Spice Co., TOLEDO, OHIO.

L. WINTERNITZ, Resident Agent, Grand Rapids.

IF YOU WANT

The Best

ACCEPT NONE BUT

Silver Thread

Sauerkraut.

Order this brand from your wholesale grocer

WANTED.

POTATOES, APPLES, DRIED FRUIT, BEANS and all kinds of Produce.

Earl Bros., COMMISSION MERCHANTS, 157 South Water St., CHICAGO.

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

SHOW CASES!




6-ft case like above **\$9.00**

6-ft case, square, with metal corners, same price.

The above offer is no "bluff" or snide work. We shall continue to turn out only the BEST of work. All other cases at equally low prices.

HEYMAN & COMPANY,
63 AND 65 CANAL STREET,
Grand Rapids, Mich.

The Best Fitting & Wearing Stocking Rubber.



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



LION COFFEE

Merchants,
YOU WANT THIS CABINET
Thousands of Them

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

Every Wide-Awake Merchant Should Certainly Sell

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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.

THE DETROIT NEWS COMPANY,
WHOLESALE
BOOKS, STATIONERY, FANCY GOODS, PERIODICALS.

The largest and most complete line of above goods in the State, at reasonable prices. Dealers are invited to call. Send for our circulars and price lists.

OUR HOLIDAY LINE IS NOW COMPLETE.

Corner Larned and Wayne Sts., Detroit.

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

ASSOCIATION DEPARTMENT.

Michigan Business Men's Association. President—C. L. Whitney, Muskegon. First Vice-President—D. T. Bridgman, Flint.

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No. 3—Sturgis B. M. A. President, H. S. Church, Secretary, Wm. J. Jern. No. 4—Grand Rapids B. M. A. President, E. J. Herriot, Secretary, E. A. Stowe.

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THE LAKE TIDES.

Sensible Explanation of the Variations of the Water.

Considerable has been said of late over the lowness of the water in the Great Lakes, and many theories have been advanced in explanation of the phenomenon.

The question raised in the Herold a few weeks ago concerning the so-called lake tides seems to me to have an explanation which I have never seen offered.

I have lived all my life in the vicinity of the Lakes, having resided at Northport since June, 1849, and have carefully observed the phenomena in question all this time.

Now let the oldest citizens recall a few facts: Forty years ago the water came up on my rain gauge stone in the bay in front of my house.

The same facts account for the rise and fall in the inland lakes, and they are the only facts that do, as I believe a little thought will readily show.

It would be well for all retail merchants if they would take special pains to let no customer leave their stores dissatisfied with either the quality of goods, prices or treatment.

It is a certain price in purchase articles, and the chief aim desired being the satisfying of the customer's wishes; but when the price is not mentioned and the best goods are asked for, it is poor policy to palm off on the customer an inferior article because, owing to the light call for them, they either never have been in stock or have been sold out.

When a patron restricts the merchant to a certain price in purchase articles, the chief aim desired being the satisfying of the customer's wishes; but when the price is not mentioned and the best goods are asked for, it is poor policy to palm off on the customer an inferior article because, owing to the light call for them, they either never have been in stock or have been sold out.

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The Status of the Blakeley & Jenison Failure.

Assignee Jamison has completed an inventory of the estate of Blakeley & Jenison, the South Division street hardware dealers, from which it appears that the liabilities are \$9,715.76, divided among fifty-two creditors, in the following amounts:

Table listing creditors and amounts: *Foster, Stevens & Co., Grand Rapids, \$ 100.00; *Mrs. C. F. Blaker, " 442.83; *DeGraf, Vrieling & Co., " 500.00; *Mrs. M. A. Pardee, " 421.17; *Brown, Hall & Co., " 30.00; *Mrs. C. G. Fuller, " 2.00; Gunn Hardware Co., " 11.17; Haefliger & Perkins Drug Co., " 61.74; Hester & Fox, " 1.53; Daniel Lynch, " 33.00; Daily Loader, " 15.10; E. G. Studley, " 49.18; Fred Smith & Co., " 7.70; Weatherly & Pulte, " 1.10; J. K. McCarthey, " 10.00; J. Keenan, " 9.98; Thos. E. Wykes & Co., " 44.85; Sprout & McGurrin, " 10.00; M. J. Jamison, " 7.48; G. R. & L. Hallway, " 7.08; G. R. Gas Light Co., " 44.65; W. C. Denison, " 44.65; Labor Industries, " 8.50; Black Flag Stove Polish Co., Detroit, " 2.00; *Wm. Reid, " 846.92; Lake Huron Stove Co., " 8.25; Adams & Westlake Mfg Co., Chicago, " 51.20; Burdett, Smith & Co., " 3.54; Cutler, Woodrough & Co., " 348.18; Chicago Spring Butt Co., " 22.00; Hiltz & Baker Co., " 12.98; Morrison, Hamann & Allen, " 17.45; W. C. Metzner, " 74.00; American Screw Co., " 1.50; Carey O'Brien Co., Cleveland, " 11.38; F. H. Penfield, " 126.92; Van Cleave & Co., " 17.19; Ireland Mfg Co., Cincinnati, " 85.78; Howard Furnace Co., Syracuse, " 3.00; Kiechfer Bros. & Co., Milwaukee, " 306.05; Weston Stove Co., Pittston, Pa., " 64.00; J. S. & M. Peckham, Utica, " 93.58; Wilcox Mfg Co., Aurora, Ill., " 1,380.35; S. H. Meyer & Sons, Jackson, " 59.10; *Burdette, Smith & Co., Troy, " 1,380.35; *Miss Patience Sherwood, Newark, N. J., " 3.94; Phillips & Co., Pittsburgh, " 10.00; Langdon Miter Box Co., Miller's Falls, Mass., " 10.00.

The claims marked (*) are in the form of notes, but there is no secured indebtedness. The assets are set down at \$8,287.98, comprising stock appraised at \$6,787.95 and book accounts to the amount of \$8,946.19, appraised at \$1,500.

The failure of Blakeley & Jenison cannot fail to have a good effect on the trade in general, and furnish food for reflection to those who have thought it necessary to cut prices, in order to succeed in business.

It is now some seven years since Fred Blakeley commenced business in this city. He started with less than \$1,000 capital and immediately sprang into a driving trade.

The boy who is merely an office boy will never be promoted, neither will he who is above being an office boy; who is lazy, indifferent, talkative, sulky, moody, meddling, envious, jealous, afraid of doing more than his share, and bound not to earn more than he is paid for.

Ordinarily, one's sympathy would be with a person who has been obliged to suspend business, but in this case, Blakeley & Jenison do not deserve sympathy from the hardware trade of Grand Rapids. If the creditors of Blakeley & Jenison compromise their claims and allow them to continue in business, they do not deserve the patronage of any dealer in Grand Rapids who is trying to do a fair business at a reasonable margin of profit.

It would be well for all retail merchants if they would take special pains to let no customer leave their stores dissatisfied with either the quality of goods, prices or treatment. As the great world is made up of all kinds of people, it is too much to expect that any merely human retailer can always succeed in his endeavors to please the public, but he can at least deserve success by demonstrating perseverance. It requires constant vigilance as for the most part the merchant is compelled to rely upon assistants in supplying the wants of his trade, and he must keep a sharp watch upon his clerks to see that patrons are not driven away by neglect or impoliteness. The inattention or brusqueness of those behind the counter is undoubtedly the cause of much loss of custom in the retail trades, but another important source of dissatisfaction among customers is the deception practiced in regard to quality.

When a patron restricts the merchant to a certain price in purchase articles, the chief aim desired being the satisfying of the customer's wishes; but when the price is not mentioned and the best goods are asked for, it is poor policy to palm off on the customer an inferior article because, owing to the light call for them, they either never have been in stock or have been sold out.

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THE OFFICE BOY.

How He May Get Promoted and How He May Get the Other Thing.

Are office boys never promoted, then? Certainly. I have known several cases, and I will give a free translation of three. I wrote a note to a book house that ran after this fashion:

"I want you to try as a boy Fred _____ He is plucky, means business, will not whine about promotion, will work as early and late as you wish, will hold his tongue, and will earn \$3 for every \$1 you pay him. He will be contented with \$3 a week."

I received this reply in substance: "I have no vacancy among the boys, but such a boy as you mentioned would always pay twice over. It was a loud commendation you gave him. If you dare stand by it, send him along. I shall keep your indorsement for ready reference."

Fred reported for work the next morning. He began at the bottom, sweeping, dusting, clearing up, taking away books, carrying off waste paper, etc. In a short time the store looked as it never did before. He was the first there in the morning and the last at night. He never asked what to do next, but found something to do until new work was assigned. He kept his mouth shut, his eyes and ears open, and his feet and thoughts active. The fifth week they raised him to \$5 and gave him work above four other youths whom he found there. At the end of four months he was raised to \$12 a week, without asking it.

Ben went from the high school into an office at \$3 a week. They told him plainly that there was no probability of promotion, as no boy had been promoted for twelve years, but there was a possibility. There was nothing about him that was promising. He had not stood high in school, was not a good penman, was not strong physically; but he went to work with the full determination that he would "get there."

A few days after the senior member of the firm saw him going to the post-office, and was so delighted with his evident intent to boom the mail business, that he said to his associates: "I wish there was some way to label Ben. 'This boy is from the house of _____' It is worth something to have such an exhibition of business on the street."

In the course of a few months another boy was secured, and Ben was given \$6, until, in less than three years, he was having \$20 a week, making a place for himself by the way he did everything. In those three years a thousand other boys in Boston had changed from place to place, and were still working for \$3 or \$4 a week.

The boy who is merely an office boy will never be promoted, neither will he who is above being an office boy; who is lazy, indifferent, talkative, sulky, moody, meddling, envious, jealous, afraid of doing more than his share, and bound not to earn more than he is paid for. He will be promoted who makes himself equal to every emergency; who loves work, learns how to work, how to be cheerful and loyal, lending a hand everywhere; who puts brains into his work, who lets his "eye see his heel"; who will work anywhere, at any time, at anything, without complaint.

Expecting Too Much. From the Shoe and Leather Gazette. The Patrons of Industry, an agricultural organization, have secured contracts from merchants in some parts of Michigan agreeing to sell their goods at a small percentage above cost. Such contracts are not based on true business principles, and the parties who enter into them will eventually find that they have made a mistake. No class should expect to be favored above another. There is no reason why a farmer should buy his goods for less than a mechanic or a clerk, and in the long run he does not buy them cheaper, even though the contract be ironclad. Dealers who sign such agreements acknowledge their weakness, for no merchant whose position is assured will agree to discriminate in favor of one class and against another. It is a one-sided affair, anyhow, as the dealer is expected to sell at a certain low rate of percentage, while the parties who take advantage of the concession—when there is any advantage in the deal—do not bind themselves to trade at the contract price; whenever they can secure better bargains (as they often can), they buy elsewhere. It is hardly probable that the dealers who sign these contracts expect to sell cheaper to the Patrons of Industry than to other customers; if they do then they expect to confine their trade to that organization alone, for what is learned that a merchant has entered into a contract to sell certain persons goods cheaper than others, his customers who are not members of the class in question withdraw their patronage, as they do not propose to pay more for their goods than the favored class; and the Patrons of Industry are not sufficiently numerous to justify any dealer in confining his trade to them exclusively.

The conclusion is inevitable that those dealers who enter into such contracts do not expect to fulfill them, and no honorable man will be a party to an agreement which he does not expect to observe; neither will an honorable dealer agree to discriminate in favor of any class of persons. Merchants of unquestioned honesty have signed the contracts referred to, but it was done without a true appreciation of the situation, and they are now seeking to rectify their mistake by withdrawing from them, though in doing so they injure themselves as much with the Patrons as they had previously injured themselves with their customers. Other dealers have agreed to the contracts because they expected to obtain the custom of the Patrons and get just as much for their goods as they ever did, or more. The farmers are justified in attempting to secure goods as cheaply as possible; but they have no right to expect that they will be favored above other classes of citizens, and they may put it down as a fact as true as the gospel that whenever a dealer agrees to sell them goods cheaper than others, that dealer is either crazy or dishonest, and is an unsafe and unsatisfactory person to trade with.

He Knew Latin.

Mr. Banks—Come into this drug store, Harriet, and let's have a glass of soda water.

Mrs. B.—I will, if you'll promise not to wink. I know what that means, you know. "All right, I promise." Mrs. Banks (after leaving the drug store)—What was that spiritus frumentii that you had, George? "Spiritus frumentii? That's the Latin for raspberry and cream."

A Sufficient Recommendation. Gentleman (to village cobbler)—What is that yellow powder you are taking so constantly, my friend? Cobbler—It's snuff—catarrh snuff. Gentleman—Is it any good? I'm somewhat troubled that way myself. Cobbler (with the air of a man who could say more if he chose)—Well, I've had catarrh for more'n thirty years, and I've never took nothin' for it but this.

All He Could Promise. Dunn—When can you settle this account, Mr. Short? Short—Oh, come around next week. "Will you pay me then?" "I can't promise that, exactly; but I can tell you then, when to come again."

A Very Bad Case. First Doctor—I hear you treated my neighbor for typhus fever. Was it a bad case? Second Ditto—Very bad; the man never paid his bill.

A wealthy merchant who began life as a bootblack was once sneered at for having blacked his shoes in his boyhood. "Didn't I shine them well?" was his answer—which points a moral that many might profit by.

Dry Goods.

Prices Current.

Table listing prices for unbleached cottons, bleached cottons, and other goods. Includes items like Atlantic A, Archery Bunting, Amory, Beaver Dam, Blackstone O, Chapman, Cobasset, Comet, Clifton C, Consuelo, Dwight Star, Exeter A, Full Yarn, Great Falls E, Honest Width, Hartford A, etc.

Table listing prices for bleached cotton flannel, bleached canton flannel, and other goods. Includes items like Hamilton N, Middlesex P, Middlesex AT, etc.

Table listing prices for bleached canton flannel, bleached canton flannel, and other goods. Includes items like Hamilton N, Middlesex P, Middlesex AT, etc.

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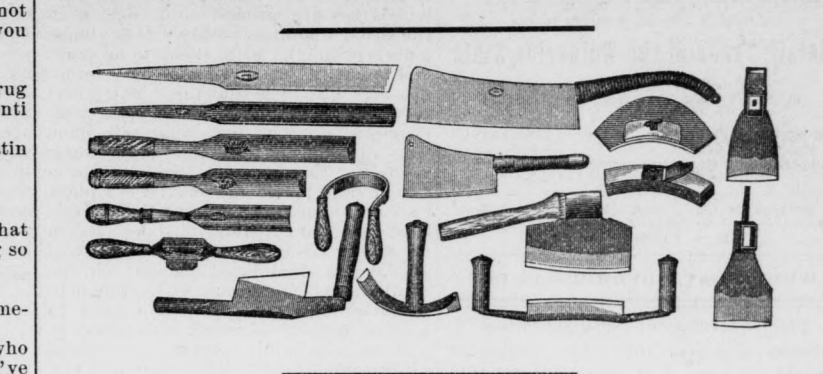
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COOPER TOOLS



We endeavor to carry a full assortment.

Foster, Stevens & Co., 10 and 12 Monroe St., 33, 35, 37, 39 and 41 Louis St., GRAND RAPIDS, MICH.

HARDWARE.

Prices Current.

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

Table listing prices for various hardware items including nails, wire, and other materials. Includes items like NAILS, FENCE AND BRAD, AWARDS AND BITS, etc.

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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.
Subscription Price, One Dollar per year, payable
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, NOVEMBER 27, 1889.

The quantity of oleomargarine is greater this year than last, there is an increased number of persons engaged in its sale, and there is an increased consumption, both at home and abroad. This all goes to show that the tax on it was not made heavy enough.

Great Britain has become alarmed at the inadequacy of the defenses on the Canadian Pacific Coast and proposes to send a military force there which shall be paid and sustained by the Dominion government, but controlled by the imperial authorities. The Dominion refuses, however, to submit to any such arrangement and insists that Canada must control any force which it has to maintain. The Canadians are perfectly right in assuming this position. There is a limit to good nature.

Much as there is to contend in the moribund organization known as the Patrons of Industry, it cannot be denied that some of the farmers who go into the combination are honest in the belief that they will thereby be enabled to save money on their purchases. And there is no dollar that deserves as much to be saved as the farmer's hard-earned dollar. "The farmer's dollar is heavy," said Emerson. "It is no waif to him. He knows how many strokes of his labor it represents. His bones ache with the day's work that earned it. He knows how much land it represents—how much rain, frost and sunshine. He knows that in the dollar he gives you is so much discretion and patience, so much hoeing and threshing. Try to lift his dollar, you must lift all that weight."

The binder twine discussion in the agricultural press, a few months ago, renewed the interest in the home production of fiber plants. It has been known for years that ramie, jute and other valuable fiber plants could be successfully grown in many parts of the South, even over a wider area than cotton. But the industry remained undeveloped because there were no cheap processes and good machines for separating the fiber from the plant and preparing it for manufacture into cordage and textile fabrics. There are good prospects that the industry will be developed in the near future. There have recently been invented machines and processes for the cheap production of white fiber directly from the green ramie plant, and a company has recently been formed for establishing and developing the ramie industry in this country. The company proposes to distribute the plants among cultivators, loan them the decorticating machines for separating the fiber from the bark, and buy the product. Ramie is one of the most valuable fiber plants known. The fiber is fine and strong, almost equalling silk. It can be made into thread, twine, rope, coarse cloth, or fine fabrics for domestic use. Since the impoported fibers, with their manufacture, amount in value to more than two-thirds of the cotton exportation of the United States, the importance of any invention that will help develop the home production of fibers can be readily seen.

They Had Agreed to Disagree.
A jury in a petty case before a Lyon street justice of the peace, the other day, had been out of court deliberating for a long time and the justice finally sent for them.
"Have you agreed upon a verdict?" asked the justice.
"We have, Your Honor," said the foreman, rising.
"How say you?" the justice continued.
"Do you find the defendant guilty or not guilty?"
"We find," the foreman answered, "that we stand seven for acquittal and five for conviction."
"Then you haven't agreed," replied the justice. "You may be discharged, if you cannot agree."
The intelligent foreman and his associates retired and the peculiar verdict was not recorded.

Novel Price List.
A manufacturing company of Cincinnati is using a novel means of presenting its specialties to customers, by printing a price list of several pages in copying ink, the pages to be torn off and signed by a customer asking discounts, the added matter then all being made in copying ink, by the company, and a copy taken. By this means an exact record is kept, involving but little labor, and one which cannot fail to be a great convenience in any following business transactions.

Politeness in Business.

From the Philadelphia Cash Grocer.
There are some men who, in business relations, seem to ignore the etiquette which they are prompt to recognize in the social amenities of life. It is almost a fixed principle with them to be gruff, and to cut off short all who have other dealings with them than those which lead to satisfy their selfish greed. They are rough to all who may approach them with any other purpose than to buy their goods. "Live and let live" is not a maxim with them; the maxim is a platitude only equal to embracing themselves. Such men make a grand mistake, and in the final make-up of their account it will appear in a diminished amount on the credit side of profit and loss. The man who pursues a business with a view to helping himself as much, and others as little as he possibly can, makes, indeed a miserable failure. There are not a few men of this kind in every city, but their places of business can easily be pointed out, if one takes a newspaper in his hand as he walks the streets. Why take a newspaper? Because their advertisements will not be seen in it. Their windows are decorated with ink-pot placards, for to have them printed is regarded by them as helping another's interest at the expense of their own. Likewise they look upon advertising, and everything else which does not contribute directly to their cash box. They are too thick-headed to see that whatever they spend in making known their business, or employing the agencies held at their disposal by other interests, does necessarily make for the success of their own business. Fortunately, most of the business men of this city are of a superior type. They are men of great force of character and intellectual vigor. They are easy to approach, and possess a savvy of manner that is decidedly characteristic of the culture and learning of this venerable city. They know the great commercial value of politeness which comes from the heart, and they know also how much of their own success depends upon a judicious patronage of other interests. They are men who live not for themselves alone, but also for the good of others. They are men who treat the representatives of other interests as they would like to have the representatives of their own interest treated. The man who thinks that his gruff, cynical manner of dealing with men is regarded as a trait of a sagacious business man, should go and have his ears clipped.

Business Notes and Gossip.
About 5,000 persons are constantly employed in the boot and shoe trade of Chicago, and at least \$5,000,000 is invested in the business.

The total cost of the Paris exhibition, according to a rough estimate of the department of public works, cannot fall far short of \$30,000,000.

Extravagant recommendations of goods to purchasers by salesmen and clerks, have done more to cut down prices than almost anything else.

The Quebec Chronicle says there are in that city twenty-eight boot and shoe factories and thirty-four tanneries, and that the trade is more active than for some time past.

Erastus Wiman says that the goods sold by the United States to the five millions of Canadians amount to as much as to the fifty millions populating the Southern countries represented in the Pan-American Congress.

Large department stores are adding teas to their stock. Mankind can be thoroughly supplied by one of these universal establishments and can get everything wanted, from the baby linen to the coffin department.

Among the Chinese no relies are more valuable than the boots that have been worn by a magistrate. If he resigns and leaves the city, a crowd accompanies him from his residence to the gates, where his boots are drawn off with great ceremony to be preserved in the hall of justice.

In the old English guild system the master found the apprentice in food, lodging and clothes for four years; in the fifth year he paid him about five dollars, and found him in tools, and the apprentice fed and clothed himself; in the sixth year he paid him ten dollars, and the apprentice supplied himself with everything; at the end of the seventh year he was free to engage in business on his own account, and to take to himself a wife.

Men Whom We Have No Use For.
From the Northwestern Lumberman.

The man who knows it all.
The man who is always blaming his competitors for everything amiss in the market.

The man who goes it blind on general principles, assuming that the rest of the world must come to his terms.

The man who wants his own market boomed, by printing screeds against competitors elsewhere.

The man who is constantly making attempts to secure free personal advertising, under the guise of gratuitous market reports.

The man who writes anonymous letters at any time and under any circumstances.

The man who advertises a lie, either by word or with printer's ink.

The man who vibrates around an office, while making a call, until he has managed to read all the upturned letters and caught a glimpse of the order book.

The man who makes regular calls, of an aimless nature, and invariably winds up with an invitation to "Come out and be blown off."

The man who takes offense because he fails to comprehend a joke.

The man who, when he feels that he has a grievance, tells it to everybody but the individual whom it directly interests.

The Three Best Books --- A Sensible Reply.

Wilkie Collins, when asked for his opinion as to the three best books for young men, answered: "Setting aside the first and foremost difficulty of illness, which has obliged me to defer answering your kind letter for a whole month, I see two other difficulties in the way of my recommending books to 'young men.' In the first place, I am not the right person to offer literary advice of this sort. Except when I was forced to do it at school I never remember reading a book,

because I had reason to suppose that it would instruct me. If a book interests me I go on with it. If it fails to interest me (no matter who may have written it, or how many editions it has gone through) I very respectfully shut it up. In the second place, I don't know how to pick out any three books from the vast mass of literature at home and abroad, which presents books equally worthy of being specially chosen. If I had health enough and time enough to do it, I should find it easier to recommend 300 books than three. In asking you, therefore, to excuse this late reply, I must also ask you to let my apologies cover a confession of incompetence."

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.

"RISING SUN"

Buckwheat.
(ALWAYS PURE)
We again call your attention to the high grade of Buckwheat Flour characteristic of our mill.

Orders from the trade solicited.
NEWAYGO ROLLER MILLS.



THE ELOPEMENT

after the painting by Kaemmerer, issued by GOW, ANS & STOVER, Buffalo, N. Y., at a cost of over 5,000 dollars, a copy of which they send free to any address on receipt of 25 wrappers from the

OAK-LEAF SOAP

TIME TABLES.

Grand Rapids & Indiana.			
In effect Nov. 17, 1889.			
TRAINS GOING NORTH.		Arrive.	
Traverse City & Mackinaw	Leave	7:10 a.m.	1:30 p.m.
Traverse City Express	Leave	9:30 a.m.	11:30 a.m.
Traverse City & Mackinaw	Leave	3:15 p.m.	4:30 p.m.
From Cincinnati	Leave	8:30 p.m.	9:30 p.m.
Cadillac (Mixed)	Leave	6:30 p.m.	7:30 a.m.
Through coaches for Saginaw	Leave	7:10 a.m.	and 4:10 p.m.
GOING SOUTH.			
Cincinnati Express	Leave	7:15 a.m.	7:15 a.m.
Fort Wayne Express	Leave	11:45 a.m.	12:50 a.m.
Cincinnati Express	Leave	3:30 p.m.	6:00 p.m.
From Mackinaw & Traverse City	Leave	10:40 p.m.	9:55 a.m.
From Cadillac	Leave	9:55 a.m.	9:55 a.m.
Train leaving for Cincinnati at 9:20 p.m., runs daily, Sundays included. Other trains daily except Sunday.			
Sleeping and Parlor Car Services. North—7:10 a.m. and 4:10 p.m. trains have sleeping and parlor cars for Mackinaw City. South—7:15 a.m. train has chair car for Mackinaw City. Train Pullman sleeping car for Cincinnati, and 4 p.m. train Pullman sleeping car for Cincinnati.			
Muskegon, Grand Rapids & Indiana.			
In effect Nov. 10, 1889.			
Leave		Arrive.	
7:00 a.m.	10:15 a.m.	10:15 a.m.	1:30 p.m.
11:15 a.m.	3:45 p.m.	3:45 p.m.	6:00 p.m.
6:30 p.m.	8:45 p.m.	8:45 p.m.	11:30 p.m.
Through tickets and full information can be had by calling upon A. Alvinist, ticket agent at depot, or Geo. W. Munson, Union Ticket Agent, 67 Monroe St., Grand Rapids, Mich.			
C. L. LOCKWOOD, Gen'l. Pass. Agent.			
Detroit, Grand Haven & Milwaukee.			
GOING WEST.			
Leave		Arrive.	
Morning Express	12:30 p.m.	1:30 p.m.	1:30 p.m.
Through Mail	4:30 p.m.	4:30 p.m.	4:30 p.m.
Grand Rapids Express	10:40 p.m.	7:00 a.m.	7:00 a.m.
Night Express	6:40 a.m.	7:30 a.m.	7:30 a.m.
Mixed	7:30 a.m.	7:30 a.m.	7:30 a.m.
GOING EAST.			
Leave		Arrive.	
Detroit Express	10:10 a.m.	6:50 a.m.	6:50 a.m.
Through Mail	10:10 a.m.	10:30 a.m.	10:30 a.m.
Evening Express	9:30 p.m.	10:30 p.m.	10:30 p.m.
Night Express	10:30 p.m.	10:30 p.m.	10:30 p.m.
Daily, Sundays excepted. Daily. Detroit Express has parlor car to Detroit, making direct connections for all points East, arriving in New York at 10 a.m. next day. Grand Rapids express has parlor car Detroit to Grand Rapids. Night express has Wagner sleeping car to Detroit, arriving in Detroit at 7:30 a.m. Through railroad tickets and ocean steamship tickets and sleeping car berths secured at D. G. H. & M. R. Y. offices, 23 Monroe St., and at the depot. JAS. CAMPBELL, City Passenger Agent.			
J. W. LOU, Traffic Manager, Detroit.			
Toledo, Ann Arbor & Northern.			
For Toledo and all points South and East, take the Toledo, Ann Arbor & North Michigan Railway from Orosco Junction. Sure connections are made at 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. FAIRLEY, Gen'l. Pass. Agent			

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.

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.

DETROIT SOAP CO.,
Manufacturers of the following well-known brands:
QUEEN ANNE, TRUE BLUE, MOTTLED GERMAN, SUPERIOR, PHOENIX, ROYAL BAR, MASCOFFE, 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.

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

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.

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.

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

WM. R. KEELER & CO.,
Wholesale Confectioners,
412 SOUTH DIVISION STREET. TELEPHONE 93-3R.

We wish to announce to the trade that we are prepared to meet all competition in our line, which comprises a full line of confectionery, fruit and nuts. We also carry the *Finest Line of Christmas Goods in the City.* Do not forget that we are agents for Ruckheim Bros' Penny Goods, which are the best goods made, although sold at the same price as other makes. Mail orders promptly attended to.

EDWIN FALLAS,
JOBBER OF
Butter, Eggs, Fairfield Cheese, Foreign Fruits, Mince Meat, Nuts, Etc
Oyster and Mince Meat Business Running Full Blast. Butter and Sweet Potatoes Going Like Hot Cakes. Let your orders come.
Office and Salesroom, No. 9 Ionia St., Grand Rapids, Mich

Grand Rapids Fruit and Produce Co.
JOBBER OF
FOREIGN FRUITS.
Oranges, Lemons and Bananas a Specialty.
3 NORTH IONIA ST., GRAND RAPIDS.

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

Alfred J. Brown,
WHOLESALE
Foreign Fruits, Nuts, Dates, Figs, Etc
16 and 18 North Division Street, Grand Rapids.

NEW HOUSE AND NEW GOODS.
A. E. BROOKS & CO.,
WHOLESALE
Confectionery, Nuts and Figs.
Our Specialty—Candy made from sugar and good to eat.
CODY BLOCK, 158 EAST FULTON ST., GRAND RAPIDS, MICH

For 1890
Consider SCRIBNER'S MAGAZINE when you are deciding upon your reading matter for next season. The subscription rate is low—\$3 a year.
The standard of the Magazine is high, Its spirit progressive, The illustrations are interesting and of the best.
There is not space here to give even a summary of the features to appear next year, but among other things there will be a NEW DEPARTMENT and ADDITIONAL PAGES, and groups of illustrated articles will be devoted to the following subjects:
African Exploration and Travel, Life on a Modern War Ship (3 articles), Homes in City, Suburb and Country, Providing Homes through Building Associations, The Citizen's Rights, Electricity in the Household, Ericsson, the Inventor, by his Authorized Biographer, Hunting, Humorous Artists, American and Foreign.
There will be 3 serials. Robert Louis Stevenson will contribute in 1890.
Each subject, and there will be a great variety this year, will be treated by writers most competent to speak with authority and with interest. Readers who are interested are urged to send for a prospectus. 25 cents a number; \$1 for 4 months.
CHARLES SCRIBNER'S SONS, 743 Broadway, New York.

P. STEKETEE & SONS,
WHOLESALE DRY GOODS,
Sell the following well-known brands of staple dry goods:
DENIMS. Amoskeag, Clark's, Everett, Lancaster, Lawrence, Warren.
TICKS. Warren, Amoskeag, Garner, Pemberton, Otis, Hamilton.
GINGHAMS. Amoskeag, Westbrooks, Wellington, Lonsdale, Bates, Cumberland, Lancaster.
SHIRTINGS. Otis, Scotia, Delhi, Randelman, McAden, Amoskeag, napped.
83 Monroe and 10, 12, 14, 16 & 18 Fountain Sts., GRAND RAPIDS.

F. J. DETTENTHALER,
JOBBER OF
Oysters
—AND—
Salt Fish.
Mail Orders Receive Prompt Attention. See Quotations in Another Column. CONSIGNMENTS OF ALL KINDS OF WILD GAME SOLICITED.

Putnam Candy Co.,
Packers of the well known brand of
P & B OYSTERS
PERKINS & HESS
DEALERS IN
Hides, Furs, Wool & Tallow,
Nos. 123 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN. WE CARRY A STOCK OF OAK TALLOW FOR MILL USE.

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.

GROCERIES.

Purely Personal. Frank Smith, the Leroy grocer, was in town one day last week. Hon. Neal McMillan, the Rockford druggist, is confined to his house by illness.

C. I. Clapp, managing partner in the Michigan Manufacturing Co., at Otsego, was in town one day last week. Charlevoix—The Charlevoix Savings Bank has taken possession of the Beaman drug stock on a chattel mortgage.

D. B. Van Buren, formerly engaged in the drug business here, has gone on the road for a Chicago wholesale drug house. Dr. Geo. W. Crouter, formerly engaged in the drug business at Charlevoix, has rented a cottage at St. Augustine, Fla., and will spend the winter at that famous resort.

Mr. Gilbert, of the firm of Gilbert & Sturtevant, at Sherman, has purchased a case—sixty boxes—of gum, and gives notice that he proposes to chew it all himself. E. A. Mosely is as proud of his Kentucky saddle mare as a boy with his first watch. The animal is a remarkably fine one of the kind, having a repertoire of eight gaits under the saddle.

Edward Bradford, formerly engaged in the grocery business at White Cloud, was killed at his shingle mill near Baldwin last Wednesday. The funeral was held on Friday, the interment being made at Fremont.

Jas. G. Johnson, the Traverse City druggist, has the only railway which ever entered that place, with the exception of the G. R. & I. Railway. The employees frequently strike on him and the rolling stock is continually getting out of repair, but he manages to get fairly good service out of the road, in spite of these drawbacks.

Heman G. Barlow resigned his position with Ball, Barnhart & Putman, and sold his interest in the firm, last Thursday, and before night engaged with the Olney & Judson Grocer Co., becoming a stockholder and director in the corporation. Mr. Barlow's experience in the wholesale grocery business covers a period of seventeen years, Chas. E. Olney and Lewis E. Hawkins being the only active men in the trade who distance him in years of service. Entering the employ of Cody & Olney in the spring of 1872, he remained with that house for seven years, when he worked a year for John Caulfield and a similar period for C. W. Jennings. Returning to the employ of Cody, Ball & Co. in 1881, he has followed the fortunes of that house with fidelity up to the present time. As an instance of the esteem in which he is held by the jobbing trade, it may be stated that as soon as it was known that he had severed his relations with the old house, three offers of partnership in other establishments were made in as many hours.

Quality, Not Price. "We never talk price, but always quality," said the leading retail grocer in a city of over 700,000 inhabitants and who sells goods only for cash on delivery. This man is getting rich fast, his trade is steadily increasing, and these facts add to the significance of his remark. Quality is what, after all, makes or loses a customer. Price has nothing to do with a consumer's palate. We are all, more or less, slaves to appetite and know no other law than self-gratification. The pleased palate is wedded to the source of its gratification and does not stop to compare prices. If an article is offered cheaper by some competitor, the pleased customer will argue that it is because the service is inefficient, or that a low price on one article is only an excuse for an extravagant price on another, and therefore he becomes the steady patron of the store where quality is the first consideration and where a fair price is the rule.

Demands by Labor. Apropos of the contemplated union of the Knights of Labor and the Federation of Labor in the United States to enforce an eight-hour day on May 1 next, it is of interest to read in the British Trade Journal that "the working classes in Germany are demanding higher pay and fewer hours of labor, and that they are likely to get them, the influence of the Emperor and the aristocracy who represent the landed as against the commercial and manufacturing interests being in favor of the operatives."

Scrutinize Your Policy. The fact that insurance policies issued to retail dealers do not, as a rule, include many provisions which they should have, is not so generally known as to excite solicitude on the part of the insured. Nevertheless, such is the case, as many dealers have found to their sorrow when settling up after a conflagration. It is a wise precaution to examine policies very carefully before accepting them, and if any doubt exists as to their wording, to submit them to an insurance authority for examination.

Absent-Minded. "Talk about absent-mindedness," said a citizen to-day; "why, when I was a boy, I worked for a man who was so absent-minded that he discharged me three times in one week and paid me a week's wages each time."

Better Prepared. The preacher who forgot his manuscript the other Sunday morning apologized to his congregation, saying that he should have depended on the Lord for his sermon, but in the afternoon would come better prepared.

The Grocery Market. Sugars, both raw and refined, have again advanced and the indications are that still higher prices will be reached before the end of the week. Willett & Hamlens' circular of the 23d is as follows: Raws have advanced 1/8 to 3-16c, refined 1-16c to 1/8c. As indicated last week, 20,000 tons in New York, a moderate amount of business. The increased meltings for the week are quite significant (27,055 tons, against 13,456 tons last week) and show an increased demand for refined. In fact, refiners are now largely over-sold and cannot make immediate deliveries. Refiners reduced their stock of raws 5,451 tons and are now down to 20,000 tons in New York, a moderate carrying basis, which indicates a steady buying demand from now onward and more active markets at home and in producing countries. This 30,000 tons consists of 13,450 tons East India, 6,100 tons Java, 1,480 tons beet sugar, 330 tons Brazil and 8,640 tons Cubas. Total stock in all hands decreased 7,683 tons for the week, and importers' stock is now 34,997 tons, against 40,423 tons at same time last year. European markets show a hardening tendency.

Syrups are without particular change. Rio coffees are stronger and a shade higher. Tea is without change. Raisins and currants are higher. The oil market is still demoralized, there being no regular market on that staple.

Wool, Hides and Tallow. There is more strength to the wool market and a better, if not larger, business. It is conceded by manufacturers and dealers that stocks at the mills or in store, are not large, or to the amount of one year ago. Yet manufacturers do not buy, as they have been unable to obtain corresponding prices for their goods. At this time last year the market was brisk at advanced prices. Dealers of the best judgment claim there are much stronger reasons for it to advance this, instead of last year, and it must revive in the near future. At the sales in London this week, an advance is expected. Combing and delaine wools have sold freely, on account of the restrictions placed on woolsens and worsteds, as indicated by recent classifications.

The hide trade shows little change. Heavy cows' are 1/4 to 1/2c less, with stocks accumulating. Other grades remain the same. The leather trade is good, as the boot and shoe trade has been large, but at low prices. Tallow is dull and low, with light demand.

Edwin S. Tice and F. W. McKinney, of Gladstone, and Sarah McKinney, of Brooklyn, N. Y., have formed a copartnership under the firm name of Edwin S. Tice & Co., for the purpose of doing a general banking business at Gladstone.

GROCERMEN!

Call up 1074 for Williams Bros. & Charbonneau's Thanksgiving mince meat 6c per lb.

J. S. Walker

WHOLESALE DEALER IN Pickles, Vinegar, Cider, Jellies and Preserves.

Mince Meat, Maple Syrup, Sauerkraut and Produce.

Telephone 1074. 323 South Division St. GRAND RAPIDS.

Buy a Case of

TIGER



COFFEE.

Sold Under Our Personal Guarantee. I. M. CLARK & SON.

Lemon & Peters,

WHOLESALE GROCERS.

SOLE AGENTS FOR

Lautz Bros. & Co.'s Soaps, Niagara Starch, Amboy Cheese

GRAND RAPIDS.

ORDER

Novelties in Perfumery,

Comprising many New Shapes in Bottles, Brass Stands, China Stands, Glass Stands, Wicker Stands, from

Jennings & Smith,

Grand Rapids, Mich.

ALL ORDERS FILLED PROMPTLY.

Putnam Candy Co.,

13, 15 AND 17 SOUTH IONIA ST.

PRODUCE MARKET.

Apples—Dealers hold winter fruit at \$2.25 per bbl., fancy Kings commanding \$2.50. Beans—Dealers pay \$1.25 for unpecked and \$1.50 for picked, holding at \$1.75 to \$2 per bu. Butter—The market is decidedly weak, there being no demand for the staple anywhere. The country merchants are loaded up with stock which they have paid 16c for, while the top of the market from jobbers' hands is 20c. Creamery is in fair demand at \$2.25. Buckwheat Flour—\$4.50 per bbl. for New York stock. Cabbages—\$2.25 per 100. Cheese—Jobbers hold September and October stock. Cider—\$1.00 per gal. Cooperage—Pork barrels, \$1.25; produce barrels 25c. Cranberries—Cape Cod readily command \$9 @ \$9.50 per bbl. Dried Apples—New evaporated are held at 8c and new sundried at 5c to 5 1/2c. Eggs—Jobbers pay 19c for fresh and hold at 21c. Pickled and cold storage stock commands about 18c. Field Seeds—Clover, mammoth, \$4.35 per bu.; medium, \$4.35. Timothy, \$1.50 per bu. Grapes—New York Concord and Catawbas are in small demand at 12c per basket. Honey—in small demand. Clean comb commands 15c per lb. Onions—Dealers pay 35c for clean stock, holding at 50c to 55c. Pop Corn—4c per lb. Potatoes—The market is quiet, large handlers of the staple having come to the conclusion that the crop is a very large one all over the country. Squash—Hubbard, 2c per lb. Sweet Potatoes—Jerseys are out of market at present. Muscatines, \$5.50 per bbl. Turnips—30c per bu.

PROVISIONS.

The Grand Rapids Packing and Provision Co. quotes as follows: LARD—Kettle Rendered. Tierces, 50 lb. Tins, 100 lb. LARD—Refined. Tierces, 50 lb. Tins, 100 lb. CANNED MEATS—Canvassed or Plain. Ham, average 30 lbs. rolls. Picnic, 12 to 14 lbs. Best boned, 12 lbs. Shoulders, 12 lbs. Breakfast Bacon, boned, 12 lbs. Dried beef, ham prices. Long Curls, heavy. Briskets, medium. Light. LARD—Kettle Rendered. Tierces, 50 lb. Tins, 100 lb. LARD—Refined. Tierces, 50 lb. Tins, 100 lb. CANNED MEATS—Canvassed or Plain. Ham, average 30 lbs. rolls. Picnic, 12 to 14 lbs. Best boned, 12 lbs. Shoulders, 12 lbs. Breakfast Bacon, boned, 12 lbs. Dried beef, ham prices. Long Curls, heavy. Briskets, medium. Light. LARD—Kettle Rendered. Tierces, 50 lb. Tins, 100 lb. LARD—Refined. Tierces, 50 lb. Tins, 100 lb. CANNED MEATS—Canvassed or Plain. Ham, average 30 lbs. rolls. Picnic, 12 to 14 lbs. Best boned, 12 lbs. Shoulders, 12 lbs. Breakfast Bacon, boned, 12 lbs. Dried beef, ham prices. Long Curls, heavy. 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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. Felt, 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 and 6.

Michigan State Pharmaceutical Ass'n. President—Frank Ingles, Detroit. First Vice-President—F. M. Aldorf, Lansing. Sec'd Vice-President—Henry Corbett, Berrien Springs. Third Vice-President—James Vernon, Detroit. Treasurer—Wm Dupont, Detroit.

Grand Rapids Pharmaceutical Societies. President, J. W. Hayward, Secretary, Frank H. Escott. Grand Rapids Drug Clerks' Association. President, F. D. Kipp, Secretary, Albert Brown.

Detroit Pharmaceutical Societies. President, J. W. Allen, Secretary, W. F. Jackson. Muskegon Drug Clerks' Association. President, C. S. Koon, Secretary, J. W. Hoyt.

Should Be a Good Judge of Human Nature. The successful retail druggist who waits upon the counter trade must be more than an average judge of human nature.

The pharmacist must be able to read a man's eye the ravings of a murderer when a man comes in to buy poison. He must recognize the flush on the cheek and the nervous hand which is stretched out to take the morphine intended to end the customer's life.

Every young pharmacist should consider it a part of his duty to study human nature. Some are born with the faculty well-grounded in their make-up, but phrenologists and physiologists teach us that the faculty can be greatly developed by practice and study.

Look After the Apprentice. The duties of a pharmacist to his apprentice are many and varied. He should be a subject which periodically agitates the thinking members of the profession on both sides of the globe.

Adulterations in Massachusetts. In the annual report of the State Board of Health of Massachusetts, it is stated that under the operation of the statutes against food and drug adulteration, certain forms of adulteration, especially such kinds as were distinctly of an injurious or poisonous character, have been entirely suppressed.

Benefits of Local Organization. Local pharmaceutical associations do not always flourish as long as the founders would like to see, but this should not discourage those who undertake the work of reviving old ones or starting new ones.

A Time-worn Suit. A Russian paper notes the termination recently of a lawsuit begun in 1490, or four centuries ago. The litigation was over a forty-acre tract of unencultivated land, has been handed down through numberless generations, and, curiously enough, has been finally settled by peaceful arbitration.

The Drug Market. Gum camphor is scarce and advancing rapidly. Sal Rochelle and seidlitz mixtures have advanced. Tartaric acid is higher. Cream tartar is very firm. Gum opium is steady here, but is higher abroad.

Couldn't Sponge on Elm. "I say, doctor, you know medicine from A. to Z. I want to do you yourself when you have a bad cold?" Physician (who does not believe in giving advice gratis)—Cough.

Pills. The agitation for shorter hours among pharmaceutical assistants in Germany has resulted in the closing of the pharmacies in Stuttgart at 9 p. m. This is a good beginning and may be productive of other cities following the example.

The mournful intelligence that a comparatively harmless citizen of Indiana has gone crazy from overindulgence in chewing gum will not have been promulgated in vain if it serve to moderate the activity of even a single pair of jaws.

A most singular accident occurred in front of a drug store in New York the other evening. An empty alcohol barrel was standing in front of the large show window for the purpose of lighting a cigar.

In an introductory sessional address delivered at the commencement of the School of Pharmacy of Great Britain, Prof. Jno. Marshall, President of the General Medical Council, gives some sound advice with reference to education.

The London Pall Mall Gazette gives the following scale of premiums for insurance against burglary in that city: Private residences—No. 1, 2s. 6d. per cent. per annum, when the whole contents of a house are insured.

Should Work Both Ways. It is quite a common occurrence for retail druggists to make use of the poor adulterated medicines when a customer comes in and states that a druggist over the way will fill prescriptions at extremely low rates.

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Hard Work. Old Simmerdown, at dinner the other day, found the cheese very lively. He managed to get along with that, but when he drew a hair out of the butter, Simmerdown remarked that it was hard work for a man to have to eat his dinner with mite and mane.

The P. & B. cough drops give great satisfaction. CINCENCO ROOT. We pay the highest price for it. Address PECK BROS., Wholesale Druggists, GRAND RAPIDS.

Wholesale Price Current. Advanced—Gum Camphor, Oil Pennyroyal, Gum Guaiac, Gum Guaiac (po), Balsam Copaiba, Declined—Oil Peppermint, Turpentine.

Table listing various medicinal ingredients and their prices. Columns include item names (e.g., Carb., Chlorate, Iodine, Potassa, etc.) and their corresponding prices in dollars and cents.

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

THE MOST RELIABLE FOOD RIDGE'S FOOD. For Infants and Invalids. A perfect food, suited to the weakest stomach. Takes no other. Sold by druggists. In cans, 5c and upward. WOLFEIT & Co., on every label.

Wholesale Price Current. Advanced—Gum Camphor, Oil Pennyroyal, Gum Guaiac, Gum Guaiac (po), Balsam Copaiba, Declined—Oil Peppermint, Turpentine.

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Playing Cards WE ARE HEADQUARTERS Daniel Lynch, 19 So. Ionia St., Grand Rapids.

DIAMOND TEA CURES Liver and Kidney Troubles Blood Diseases Constipation Female Complaints

DIAMOND TEA CURES Liver and Kidney Troubles Blood Diseases Constipation Female Complaints. Being composed entirely of HERBS, it is the only perfectly harmless remedy of the market and is recommended by all who use it.

Diamond Medicine Co. PROPRIETORS, DETROIT, - MICH. Hazeltine & Perkins Drug Co. WHOLESALE AGENTS, GRAND RAPIDS, - MICH.

POLISHINA HAZELTINE & PERKINS DRUG CO. The Best Furniture Finish in the Market. Specially adapted for Pianos, Organs and Hard Woods.

SUSPENDED! By His "Better Half," For allowing the dealer to impose on him by selling him shoes Dressing other than TRADE MARK.

JETTINE Warranted not to Thicken, Sour or Mold in any climate. Quality Guaranteed Against Injury by Freezing. All others worthless after freezing. See quotation. MARTEL & BLANKING CO., Sole Manufacturers, Chicago, Ill.

P & B COUGH DROPS 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.

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.

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.

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

Diamond Medicine Co. PROPRIETORS, DETROIT, - MICH. Hazeltine & Perkins Drug Co. WHOLESALE AGENTS, GRAND RAPIDS, - MICH. POLISHINA HAZELTINE & PERKINS DRUG CO. The Best Furniture Finish in the Market.

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.

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