

The Michigan Tradesman.

89

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GRAND RAPIDS, WEDNESDAY, DECEMBER 4, 1889.

NO. 324.

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MANUFACTURERS OF

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

108 Kent St., - Grand Rapids, Mich.

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.

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Rags, Rubbers and Metals bought at Market Prices.

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WE CAN UNDERSELL ANY ONE ON TINWARE.

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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.

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CHARLEVOIX, MICH.

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Adjuster of Fire Losses.

Twenty Years Experience. References furnished if desired.

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Importers and Jobbers of

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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.

P & B COUGH DROPS**Playing Cards**

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

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A. D. LEAVENWORTH.

Allen Duffee & Co.,**FUNERAL DIRECTORS.**

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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.

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(Originally Lean's Business College—Established 1874)

A thoroughly equipped, permanently established and pleasantly located college. The class rooms 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.

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And Dealer in

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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.

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CONTRACTORS FOR

Galvanized Iron Cornice,**Plumbing & Heating Work.**

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Pumps, Pipes, Etc., Mantels**and Grates.****Weatherly & Pulte,**

GRAND RAPIDS, - MICH.

Fehsenfeld & Grammel,

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Manufacturers of

BROOMS!

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

10 and 12 Plainfield Ave., Grand Rapids.

"RISING SUN"**Buckwheat.**

(ALWAYS PURE)

We again call your attention

to the high grade of Buck-

wheat Flour characteristic of

our mill.

Orders from the trade solicited.

NEWAYGO ROLLER MILLS.**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.**A MAN OF BUSINESS.**

Eugene Field in Chicago News.

Daniel was a very wretched man. As

he sat with his head bowed upon his

desk that evening he made up his mind

that his life had been a failure. "I have

labored long and diligently," said he to

himself, "and although I am known

throughout the city as an industrious

and shrewd business man, I am still a

poor man, and shall probably continue

here Daniel stopped and shivered.

For a week or more he had been brooding

over his unhappy lot. There seemed to

be but one way out of his trouble, yet

his soul revolted from taking that step.

That was why he stopped and shivered.

"But," he argued, "I must do something."

My nine children are growing up

into big boys and girls. They must have

those advantages which my limited means

will not admit of. All my life, so far,

has been pure, circumspect and rigid;

poverty has at last broken my spirit—I

give up the fight—I am ready to sell my

soul to the devil!"

"The determination is a wise one,"

said a voice at Daniel's elbow. Daniel

looked up and beveled a grim-visaged

stranger in the chair beside him. The

stranger was arrayed all in black, and he

exhaled a distinct odor of sulphur.

"Am I to understand," asked the

stranger, "that you are prepared to enter

into a league with the devil?"

"Yes," said Daniel, firmly; and he set

his teeth together after the fashion of a

man who is not to be moved from his

purpose.

"Then I am ready to treat with you,"

said the stranger.

Are you the devil?" asked Daniel,

eyeing the stranger critically.

"No, but I am authorized to enter into

contracts for him," exclaimed the

stranger. "My name is Beelzebub and I

am your master's most trusted agent."

"Sir," said Daniel, "you must pardon

me (for I am loth to wound your feel-

ings), but one of the rules governing my

career as a business man has been to

deal directly with principals and never

to trust to the offices of middlemen. The

devil and myself, and between us two

and by us two only can the preliminaries

be adjusted."

"As it so happens," explained Beel-

zebub, "this is Friday—commonly called

hangman's day—and that is as busy a

time in our particular locality as a Mon-

day is in a laundry or as the first of

every month is at a book-keeper's desk.

You can understand, perhaps, that this

is the devil's busy day; therefore be con-

tent to make this deal with me, and you

will find that my master will cheerfully

accept any contract I may enter into as

his agent and in his behalf."

But no—Daniel would not agree to

this; with the devil himself, and only the

devil himself, would he treat. So he

bade Beelzebub go to the devil and make

known his wishes. Beelzebub departed,

much chagrined. Presently back came

the devil—and surely it was the devil

this time—there could be no mistake

about it, for he wore a scarlet cloak and

had cloven feet and carried about with

him as many suffocating smells as there

are kinds of brimstone, sulphur and

asafoetida.

The two talked over all Daniel's mis-

eries; the devil sympathized with Dan-

iel, and ever and anon a maddening

gummy tear would trickle down the

devil's sinister nose and drop off on the

carpet.

"What you want is money," said the

devil. "That will give you the comfort

and contentment you crave."

"Yes," said Daniel, "it will give me

every opportunity to do good."

"To do good," repeated the devil.

"To do good, indeed! Yes, its many a

good time we shall have together, friend

Daniel! Ha, ha, ha!" and the devil

laughed uproariously. Nothing seemed

more humorous than the prospect of

"doing good" with the devil's money!

But Daniel failed to see what the devil

way so jolly about. Daniel was not a

humorist; he was, as we have indicated,

a plain business man.

It was finally agreed that Daniel should

sell his soul to the devil upon condition

that for the space of twenty-four years

the devil should serve Daniel faithfully,

should provide him with riches, and

should do whatsoever he was commanded

to do; then, at the end of the twenty-

fourth year, Daniel's soul was to pass

into the possession of the devil and was

to remain there forever, without recourse

or benefit of clergy. Surely a more hor-

rible contract was never entered into!

"You will have to sign your name to

this contract," said the devil, producing

a sheet of asbestos paper upon which all

the terms of the diabolical treaty were

set forth exactly.

"Certainly," replied Daniel. "I have

been a business man long enough to know

the propriety and necessity of written

contracts. And as for you, you must, of

course, give a bond for the faithful ex-

ecution of your part of this business."

"That is something I have never done

before," suggested the devil.

"I shall insist upon it," said Daniel,

firmly. "This is no affair of sentiment;

it is strictly and coldly business—you are

to do certain service and to receive cer-

tain rewards therefor."

"Yes, your soul!" cried the devil,

gleefully, rubbing his callous hands to-

gether; "your soul in twenty-four

years!"

"Yes," said Daniel. "Now, no con-

tract is good unless there is a *quid pro*

quo."

"That's so," said the devil, "so let's

get a lawyer to draw up the paper for

me to sign."

"Why a lawyer?" queried Daniel. "A

contract is a simple instrument. I as a

business man, can frame one sufficiently

binding."

"But I prefer to have a lawyer to do

it," urged the devil.

"And I prefer to do it myself," said

Daniel.

When a business man once gets his

mind set, not even an Archimedean lever

could stir it. So Daniel drew up the

bond for the devil to sign, and this bond

specified that in case the devil failed at

any time during the next twenty-four

years to do whatsoever Daniel com-

manded him, then should the bond which

the devil held against Daniel be null and

void, and upon that same day should a

thousand and one souls be released for-

ever from the devil's dominion. The

devil winced; he hated to sign this

agreement, but he had to. An awful

clap of thunder ratified the abominable

treaty, and every black cat within a

radius of 100 leagues straightway fell to

frothing and yowling grotesquely.

Presently Daniel began to groan; the

devil was a faithful slave, and he served

Daniel so faithfully that no person on

earth suspected that Daniel had leagued

with the evil one. Daniel had the finest

house in the city, his wife dressed mag-

nificently and his children enjoyed every

luxury wealth could provide. Still,

Daniel was content to be known as a bus-

iness man; he deputed himself mod-

estly and kindly; he pursued with all his

old-time diligence the trade which he had

found in earlier days so productive of

riches. His indifference to the pleasures

which money put within his reach was

The Michigan Tradesman

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Pease Bros. have re-engaged in the grocery business on East Bridge street.

W. S. Hunt, grocer at 77 South Division street, proposes to remove his stock to Owosso shortly after January 1.

E. J. Manshaem has engaged in the grocery business at Fisher. The Ball-Barnhart-Putman Co. furnished the stock.

J. C. Benbow placed his order with the Ball-Barnhart-Putman Co. for a grocery stock, to be shipped to his new location at Hartford.

Henry J. Pessink and Mr. Van Dommelen have started a bakery at the corner of South Division and Hall streets under the style of Henry J. Pessink & Co.

Stephen Taylor is building a new store on Fifth avenue, in which he will embark in the grocery business. Amos S. Musselman & Co. have the order for the stock.

The newly-organized Olney & Judson Grocer Co. is faring badly at the hands of the newspapers and trade press. The Grand Rapids Telegram-Herald puts its capital stock at \$8,000, while the Chicago Grocer—whose Michigan news is almost invariably inaccurate—places the capital at \$800,000. THE TRADESMAN reported the matter correctly, as usual, when it stated the capital of the corporation to be \$80,000.

The organization of the Ball-Barnhart-Putman Co. has been fully consummated, and business is now being done under the corporate style. No change is likely to be made in either the office or traveling forces, those who were prepared to take stock in the company having been accommodated. All connected with the establishment prophesy a career of increased usefulness for the institution.

Blakeley & Jenison have secured the signatures of most of their creditors to an agreement to compromise their claims on the basis of 40 per cent. cash, in full settlement. It is understood that Wm. McMullen has agreed to furnish the funds to back the partners in this arrangement. Unless the signatures of all the creditors are secured, Assignee Jamison will sell the stock at mortgage sale on the 13th.

AROUND THE STATE.

Petoskey—John Shier has engaged in the meat business.

Ravenna—R. D. Wheeler has sold his grocery stock to Wm. Young.

Monroe—C. F. Collins succeeds J. C. Willetts in the drug business.

Pentwater—H. H. Bunyee has sold his grocery stock to F. O. Gardner.

Hudson—Chas. Crandall has opened a grocery store and meat market.

Vermontville—Dunlap Bros. have sold their drug stock to Jones & Co.

Augusta—J. P. Bristol has sold his blacksmith shop to Stuart Ogden.

Mt. Pleasant—P. Halsey's general store has been closed on execution.

Drenthe—Henry K. Lanning has sold his general stock to John Riddering.

Bancroft—J. H. Hutchings succeeds R. J. Pinkerton in the drug business.

Alma—Stevens & Son succeed Miller Bros. in the agricultural implement business.

Traverse City—S. W. Perkins succeeds Perkins & Sherwood in the grocery business.

Yankee Springs—Wallace Watson contemplates engaging in the grocery business.

Muskegon—H. Fenderlutt & Co. have opened a meat market at 204 Spring street.

East Saginaw—D. D. Burdick, of the firm of Burdick & Son, produce dealers, is dead.

Dundee—W. H. Egabrod succeeds Geo. Hough in the grocery and boot and shoe business.

Fowlerville—J. L. Cooper succeeds Lamereaux & Wert in the drug and grocery business.

Saranac—E. L. Mosher has gone to Vicksburg, where he has engaged in the jewelry business.

East Jordan—L. C. Madison & Co. have purchased C. W. Dunham & Co.'s stock of wall paper.

Detroit—The assets of Edward P. Kellogg & Co., furniture dealers, are \$5,389; liabilities, \$4,936.81.

Caldwell—Chas. L. Moses has removed his grocery stock to Owens, where he has re-engaged in business.

Charlevoix—Warne & Calkins have purchased the Beaman drug stock and will continue the business.

Shelbyville—Geo. Dwight is about to move to Charlotte, where he will engage in the fresh meat business.

Holland—M. Notier will shortly embark in the dry goods and grocery business, on a strictly cash basis.

Montague—It is reported that G. H. Mason will establish a branch dry goods store at Whitehall in the near future.

South Haven—Edgerton & Ransom, proprietors of the Pioneer clothing house, have dissolved partnership, Mr. Edgerton continuing.

Hastings—Chas. E. Lunn has retired from the firm of Lunn Bros., merchant tailors. The business will be continued by the remaining partner, J. W. Lunn.

Ionia—E. S. Welch, who recently uttered three chattel mortgages on his grocery stock, aggregating \$1,100, offers to compromise with his creditors on the basis of 35 per cent.

Acme—C. E. Silver, who recently sold his general stock to C. A. Barker, opened December 2 with a new line of drugs and groceries. The Hannah & Lay Mercantile Co. furnished the stock.

Detroit—The Detroit Beef Co., with a paid-up capital of \$12,000, has filed articles of association. James D. Standish owns 950 shares, G. W. Simpson, of Chicago, 250, and C. D. Standish 50.

Muskegon—Henry Elends, of the firm of Elends & Laughray, dealer in musical instruments, asks the Circuit Court for the appointment of a receiver on the ground that Laughray is not complying with the terms of the partnership.

Matherton—Some miscreants broke into Francis Hall's grocery a few nights ago and carried off some cigars and tobacco, but got no money. The money drawer contained about \$300 worth of notes, which were carried some distance and then thrown away.

MANUFACTURING MATTERS.

Fremont—L. D. Foote & Co. have opened a cigar factory.

Cedar Springs—Solomon Ipe has sold his grist mill to D. G. Carpenter.

Muskegon—S. S. Watson succeeds Johnson & Lind in the planing mill business.

Elk Rapids—The Elk Rapids Iron Co. is turning out an average of fifty-three tons of pig iron per day.

Battle Creek—The Kritzer cider mill property has been purchased by the Bunge Vinegar Co., of Chicago.

Shelbyville—Briggs & Deuel expect to add a shingle mill to their elevator soon. Pine stumps will furnish the shingle material.

Holland—Notier & Bakelaar are now turning out 3,000 pounds of butter per week at their creamery. They run the year round.

Ionia—C. T. Rogers, of Lansing, is endeavoring to organize a stock company to engage in the manufacture of condensed milk.

Elk Rapids—The Bangor Chemical Co. is turning out an average of 10,000 pounds of acetate and 200 gallons of wood alcohol per day.

Traverse City—The Elmwood Manufacturing Co. is building a warehouse for storage purposes, 22x46 feet in dimensions and two stories high.

Fremont—The Fremont Evaporating and Canning Co. has under advisement the establishment of a chair factory, in connection with its other business.

Detroit—Edward M. Benson has retired from the Detroit Cracker Co. The business will be continued by the remaining partners under the style of H. B. & A. W. Copeland.

Eastmanville—Huizinga & Son have sold their steamer, *Dr. Hanly*, to Nelson Clough, Jr., of Duck Lake, who will use it in transferring the product of his mill to Muskegon.

Kent City—A. L. Power, the general dealer, proposes to build and equip a cheese factory early next season. Mr. Power's brother, who is located at Northville, conducts the largest cheese factory in the State.

Detroit—The Standard Illuminating Co. (electric light and power), has filed articles of association with the county clerk. The paid-up capital is \$10,000. The incorporators are Herbert E. Deyo, trustee, 9,993 shares, and seven others, one share each.

Kalamazoo—Fuller Bros. have merged their washboard business into a stock company, under the style of Fuller Bros. Manufacturing Co., the capital stock being \$30,000. Geo. P. Fuller is President of the corporation, Chas. D. Fuller Vice-President and Frank D. Fuller Secretary and Treasurer.

Elk Rapids—The sawmill of the Elk Rapids Iron Co. cut 9,000,000 feet of merchantable hardwood lumber this season, an average of 55,000 feet a day. The largest day's cut was 82,000 feet of maple, which could have been increased 3,000 feet if the logs had not run out, as the day's work was finished by cutting hemlock.

Kalamazoo—Geo. W. Miller, Gardner T. Eames, Geo. S. Foster and Horace G. Haines have formed a copartnership under the style of the Eames Pulley Co. to engage in the manufacture of the patent wood pulleys invented by Gardner T. Eames. The firm has purchased the stock and machinery of the Eames Pulley Co., of Racine, Wis., and removed the same to this city. Twenty-five men will be employed in the factory.

Manager Baxter is making a desperate effort to retain his position at the head of the local office of the Western Union Telegraph Co., a petition for his retention now being clandestinely circulated among the friends of that gentleman. Some may sign the petition under a misapprehension as to the facts in the case, but a canvass of the business men of the city would show a large majority in favor of a change in the management.

P. of I. Gossip.

Basswood correspondence Eaton Rapids Journal: "The school ma'am is going to join the P. of I. at the next meeting. This gives us three of the craft."

A Stanton correspondent writes: "Fairbanks & Co., of this city, who are boot and shoe dealers in a small way, have contracted with the P. I.—Poor, Ignorant farmers."

Eaton Center correspondence Charlotte Republican: "The Patrons of Industry are at present having a hard row to hoe, as they can get no trading places at Eaton Rapids, except boots and shoes and harness."

Detroit Journal: "The P. of I. organization has struck Luther and it is expected that everything the farmer buys will go down 10 per cent. and everything he sells will keep up to the top of the market. Mebbe it will—and mebbe it won't!"

R. D. Wheeler, the Ravenna grocer, writes as follows: "I notice in THE TRADESMAN that I am a P. of I. dealer. It is not so. I am not guilty of the crime and you will please correct the mistake, as I do not want to go before the United States Court for treason."

Belding correspondence Saranac Local: "Thus far several of the P. of I.'s fail to see wherein they are benefited by the organization—financially, at least. Some of the order have been examining the prices of other merchants on their wares and find no difference, much to their surprise and chagrin."

Detroit Journal: "The Patrons of Industry are now alleged to have declared their intention of starving out the Hesperia News and all the stores in town but their own. The Hesperia News and some other Hesperia business enterprises will probably be alive when the P. of I. scheme is dead and in the soup."

Shelby Herald: "The Patrons of Industry are in our midst. Farmers will do well to investigate the thing thoroughly before they invest their good money in this scheme. It may be all right, and we can't say but it is, but where the farmer will gain by alliance with them is what we can't see."

A Lakeview patron writes THE TRADESMAN that the statement recently made in relation to a member of the Cato P. of I. lodge is untrue. As the statement was made by a Greenville merchant, and was published as such, THE TRADESMAN gives equal publicity to the denial, leaving its readers to draw their own conclusions.

Said a prominent Blissfield P. of I. the other day: "I think the stores of Blissfield are selling goods just as low as competition will allow them, and as they carried me along when I needed help, I am not going back on them now. But I do believe we are paying altogether too much for our machinery. There is where we are being swindled."

Dorr correspondence Allegan Journal: "The Patrons of Industry organized a goodly lodge east of here last week and now intend to buy goods at 10 per cent. above costs. The unwise are not all dead yet, and we fear that farmers will find in the end that they are losers instead of gainers by this scheme to destroy competition, which is the life of trade the world over."

J. W. Pattison, who does business at Millbrook in the name of his son—T. O. Pattison—for reasons best known to himself, has contracted to sell the P. of I. people at that place. As Mr. Pattison has managed to fail in his own name, and in his daughter's name, it is fair to infer that he is now on the verge of his third failure. A man who can beat his creditors will have little difficulty in swindling P. of I. farmers.

Shelby Herald: "A Shelby merchant, speaking to us recently in regard to the P. of I., suggested that in case they refuse to buy of but one store (the one which agrees to sell for 10 per cent. profit), the other merchants could, with equal fairness, refuse to buy produce, etc., from any member of the order. It is to be hoped that the good feeling which now exists between the merchants of this place and the farmers of this vicinity will continue indefinitely. The interest of one is the interest of both. Without Shelby's merchants, farmers in this vicinity would not be so prosperous, and vice versa."

The Finest Resort in the Land. Peninsular Correspondence Grand Traverse Herald. Traverse Point has been visited by about twenty gentlemen who will build themselves cottages next summer. We will be glad to see the place improved, as it is a very slightly place, and like a "city that is set on a hill which cannot be hid."

Bank Notes.

The Merchants' National Bank and the Union National Bank, at Muskegon, have exchanged locations.

The Marine Bank, of Marine City, will soon occupy a handsome and substantial brick building, now being erected for its use.

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.

The P. & B. cough drops give great satisfaction.

Interview with a Local P. of I. Dealer.

Three Canal street firms have signed with the P. of I.'s—Joseph Berles, F. W. Wurzburg and Abraham Wilzinski, Agt. Mr. Berles is a shrewd German, who can be depended upon to hold his own in any deal he may make with men who know less about the hardware business than he does. F. W. Wurzburg is a thrifty dry goods dealer, who stands well with the trade and has hosts of friends all over the county. A. Wilzinski sells clothing and furnishing goods and can be relied upon as looking out for Wilzinski—at least, such was the opinion of his creditors on the occasion of his last failure.

For the purpose of ascertaining the views of a level-headed merchant on the P. of I. question, a reporter of THE TRADESMAN recently called on Mr. Wurzburg and asked him on what basis he dealt with the Patrons.

"We give them a 10 per cent. reduction from our regular prices, which are marked in plain figures on the goods," replied the proprietor.

"Do I infer, then, that you have two prices—one for those who do not belong to the P. of I. and another for those who do?"

"That's about the size of it, but my contract runs only to January 1, when I shall probably abandon it."

"I understand, then, that my wife must pay \$10 in your store for the same goods which her sister or cousin from the country can buy for \$9?"

"That's the whole thing in a nutshell."

"Can you reconcile such methods with any principle ordinarily laid down among the rules of business?"

"No, but we can sell the farmers goods which city people won't touch—cloaks a year old and goods which have been on the shelves so long that we have grown tired of seeing them."

No amount of circumlocution, however, enabled Mr. Wurzburg to conceal the fact that he had two sets of prices—that he was favoring one class of customers at the expense of another class. THE TRADESMAN has great respect for Mr. Wurzburg, as a man and as a merchant, but it is frank to admit that it is firmly of the opinion that he has made a mistake in discriminating against his city trade and the better class of the country trade, as representative farmers are not found in the ranks of the P. of I.

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 Wehle, L. T. Lochner.
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.
Cassovio—Ed. Hayward.
Cedar Springs—John Beucus, B. A. Fish.
Charlotte—John J. Richardson, Daron & Smith, J. Andrews, C. P. Lock, F. H. Goodley.

Chester—P. C. Smith.
Clio—Nixon & Hubbell.
Coral—J. S. Newell & Co.
East Saginaw—John P. Derby.
Ewart—Mark Ardis, E. F. Shaw, Stevens & Farrar.
Flint—John B. Wilson.
Flushing—Sweet Bros. & Clark.
Fremont—Boone & Pearson, J. B. Ketchum.

Grand Ledge—A. J. Halsted & Son.
Grand Rapids—Joseph Berles, A. Wilzinski, F. W. Wurzburg.
Harvard—Ward Bros.
Hersey—John Finkbeiner.
Hesperia—B. Cohen.
Howard City—Henry Henkel.
Hoytville—Mrs. A. E. Combs.
Hubbardston—M. Cahalen.
Imlay City—Cohn Bros.
Kent City—R. McKinnon, M. L. Whitney.

Lake Odessa—Christian Haller & Co.
Lapeer—C. Tuttle & Son, W. H. Jennings.
Maple Rapids—L. S. Aldrich.
Marshall—W. E. Bosley, S. V. R. Lepper & Son, Jno. Butler, Richard Butler.
Meosta—Parks Bros.
Milan—C. C. (Mrs. H. S.) Knight.
Millbrook—T. O. (or J. W.) Pattison.
Millington—Chas. H. Valentine.
Morley—Henry Stroepe.

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.
Remus—Geo. Blank.
Riverdale—J. B. Adams.
Rockford—B. A. Fish.
Sand Lake—Brayman & Blanchard.
Shepherd—H. O. Bigelow.
Sparta—Dole & Haynes.
Stanton—Fairbanks & Co.
Stanwood—F. M. Carpenter.

Vassar—McHose & Gage.
Wheeler—Louise (Mrs. A.) Johnson, H. C. Breckenridge, M. H. Bowerman, Thos. Horton.
White Cloud—J. C. Townsend.

Proposes to Sleep Peacefully Once.

R. D. Wheeler, who recently sold his grocery stock at Ravenna to Wm. Young, was afterward approached by a traveling man, who solicited an opportunity to sell him a new stock. The reply is worthy of a place in the hat of every merchant in the land:

"No, I want to pay my debts and then

sleep one night out of debt and see how it seems."

There are a good many merchants who would like to experience the sensation of sleeping one night without the burden of debt encircling them.

Geo. Kennan, the famous Siberian traveler and writer, will deliver a lecture at Hartman's Hall on January 16. As Mr. Kennan's fame is world-wide, the hall ought to be crowded on that occasion.

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 \$1.00. Advance payment.

BUSINESS CHANCES.

FOR SALE OR EXCHANGE—NEW STOCK OF HATS, caps and gents' furnishing goods; will invoice about \$1,000. G. W. Watson, Jackson, Mich. 546

50 PER CENT. PER ANNUM—OWNER OF RETAIL grocery wishes to engage in exclusive wholesale business and desires to sell; now carrying \$15,000 stock; trade very good; profits as above; rent reasonable. Address, The West Coast Trade, Tacoma, Wash. 548

GROCERY WANTED—FOR \$1,000 CASH AND FIVE three-story brick block, in Ohio county seat, worth \$8,000. J. & B. Box 57, Tiffin, Ohio. 547

\$25,000 ANNUAL DRY GOODS BUSINESS, building and stock, for one-fourth cash and one, two or three years on balance; county seat, Franklin, Box 8, Fostoria, Ohio. 549

WHAT WILL YOU PAY US FOR PURCHASER offering half cash and half property for merchandise at fair invoice? Charles G. Barnard, Fostoria, Ohio. 550

FOR SALE OR EXCHANGE—HOUSE AND LOT, TWO blocks from postoffice, in city of 5,000 inhabitants in Southern Michigan; also farm of 75 acres, two miles from same city, clay loam soil, with good buildings; will exchange for stock of merchandise. Address No. 539, care Tradesman. 551

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. 552

FOR SALE—WE OFFER FOR SALE, ON VERY favorable terms, the F. H. Everett drug stock, at 75 Canal street, Grand Rapids, Hazelton & Perkins Drug Co. Price, \$4,000. 553

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. 554

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; poor health the only reason. Address S. Stern, Kalamazoo, Mich. 555

MISCELLANEOUS.

WANTED—GENERAL AND LOCAL AGENTS TO handle the New Patent Chemical Ink Erasing Pencil. Greatest novelty ever produced. Erases ink in two seconds, no abrasion of paper. 300 to 500 per cent. profit. One agent's sales amounted to \$250 in six days—on the \$25 in two hours. Territory absolutely free. Salary to good men. No ladies need answer. Sample 35 cents. For terms and full particulars, address, The Monroe Eraser Co., Manufacturers, La Crosse, Wis. 545

BEGET 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. 487

WANTED—SEND A POSTAL TO THE SUTLIF COUPON Pass Book Co., Albany, N. Y., for samples of the new Excelsior Pass Book, the most complete and finest on the market and just what every merchant should have progressive merchants all over the country are now using them. 487

WHOLESALE

Carpets,
Oil Cloths,
Rugs,
China Mattings
Draperies,
and
Parlor Screens
Smith & Sanford,
Ottawa and Pearl Sts., Ledyard Block.

ESTABLISHED 1870.
CHAS. SCHMIDT & BROS.,
Manufacturers and Dealers in Foreign and American

Granite and Marble

Monuments and Statuary

Having erected a New Granite Factory with the Latest Improved Machinery, we can Guarantee all Work First Class and Fill Orders Promptly.

WORKSHOP AND POLISHING MILLS:
Cor. West Fulton and Straight Streets.

OFFICE AND SALESROOM:
93 Canal Street.

GRAND RAPIDS, - MICH.

F. A. Wurzburg & Co.,

Exclusive Jobbers of

DRY GOODS, HOSIERY,

NOTIONS, UNDERWEAR,

19 & 21 SOUTH DIVISION ST.,

GRAND RAPIDS, - MICH.

IF YOU WANT

The Best

ACCEPT NONE BUT

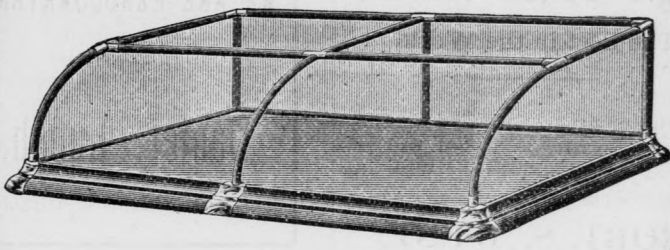
Silver Thread

Sauerkraut.

Order this brand from your wholesale grocer



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.



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

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.

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: THE 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,</

BLEED THROUGH

PUTNAM CO

Of the CLOSEST BUYERS IN WESTERN MICHIGAN

The Michigan Tradesman

WEDNESDAY, DECEMBER 4, 1889.

SETTLING FOR PURCHASES.

The Best Methods of Dealing with One's Creditors.

As very much of the retailer's credit and standing among wholesale dealers will depend upon his manner of settling for his purchases, it may not be amiss to devote a few pages to that subject.

Although it would seem more business like for the wholesale dealer, in giving credit, especially as he renews it from time to time, to know that the retailer is conducting his business on correct principles, and that he is fully acquainted with the goods he deals in—buying only those which he has a good prospect of selling, and selling, too, at a fair profit—that he is, in short, a careful, prudent and intelligent business man, with sufficient means to himself bear any ordinary loss in his business, than to depend simply on the one criterion of promptness in paying; still we must take things as they are and not as we think they should be, and it may be that experience has taught the most of the wholesale dealers that irregularity in payments, by a retailer, is a pretty sure indication of some radical defect in his business qualifications. The person who attends to giving credit in many of the large wholesale houses—the financial member of the firm, as he is called—or his special deputy or clerk, has often very little opportunity to learn, by personal intercourse with the retailer, anything about his general business qualifications, except in respect to his settlements for purchases, this being the only part of the business intercourse which comes directly under his supervision. Consequently, when a retailer once obtains a credit in such a wholesale house, the confidence of this financial member continually increases in him, if he uniformly makes prompt settlements, according to the terms. Many a retailer is able to do this for years, though doing business at a loss all the time, and on the other hand, perfectly solvent retailers are found, who either from carelessness or disregard of its importance, half the time fail to pay their bills at maturity—allowing their notes to go to protest with very little concern.

The custom of requiring the retailer's promissory note, in settlement of a bill of goods bought on credit, is found so advantageous to the wholesale dealer, that it is now almost uniformly required; and a beginner in the retail business will find it almost impossible to obtain a first-class credit without conforming to the custom. There are yet to be found a few old and substantial retailers, who were in business years ago, before this usage was so general, and whose credit is so well established, who are known to be so responsible that they can obtain goods on credit, and are courted for their custom, even though they refuse to give their notes.

But it would be a sign of weakness in a man just commencing to refuse to give such notes. If the credit is given after such a refusal at all, it will only be because the sale is in some way specially desirable to the wholesale dealer. He will place but little reliance in the debtor's punctuality, and will consider that the undertaking of the debtor is to pay at maturity, if convenient; and if he should not, he expects to wait a reasonable time longer, till the debtor finds it convenient; or relies on his ability to enforce payment at maturity.

There is always one exception to this: Whenever the retailer is able to say and fulfill his promise, "I don't give notes for my purchase, but will at any time give you the cash with the current rate of interest deducted," he may stand on a par with the dealer who gives notes. Unfortunately, there are but few who commence the retail business with sufficient capital to warrant them in making such offers.

A retailer will find it to his advantage to conform willingly to such well settled usages of the trade, and give notes, and govern his intercourse in accordance with the rules of the house in which he purchases. The knowledge that notes are to be given for a contemplated purchase, and that they must be paid at maturity, will tend to make him more cautious as to the amount of goods he buys, and that he buys only such as are sure to sell promptly. Such customs, therefore, tend in a measure to his own advantage, as he is not so likely to buy what he does not really want, or in excess of his wants, as when he has not the necessity for caution so forcibly impressed on his mind. When he buys on open account, there is an easier feeling, it does not seem so important to be careful in the selection of

the goods; if they are only cheap enough, they will sell sooner or later, and if not all sold when the bill falls due, he will take a little extra time on it.

Through this method of buying, dilatory habits in paying are engendered, till soon the retailer falls into the way of buying without any special regard to the maturity of his purchases, or to his ability to pay for them. He pays when he is dunned—if he has the money—becoming yearly less and less sensitive about the dunning. His business falls into confusion, and even though he may be abundantly solvent, his credit becomes impaired. Those who have hitherto sold to him do not care to continue selling, except they get increased profits, or can put off on him old and undesirable styles of goods, and he has not a record, which, when he gives a reference, will get him into credit in new houses. Indeed, without a radical change in his system of business, he would buy no cheaper or more favorably in new houses, so soon as his dilatory habits are known, than he does from his old creditors.

Such experiences are sometimes encountered by men who are abundantly solvent, who have employed too much of their capital in some outside enterprise or investment.

Whatever changes from the regular known terms of credit in the house in which purchases are made, may be desired by the purchaser, should be applied for before the purchase is made. When some unforeseen or unexpected circumstance has occurred after the goods are purchased, making a change in the terms desirable, it may, without objection, be still applied for, so long as the goods are yet under the control of the seller, and he is free to grant the buyer's request or retain the goods. When they are once under the control of the buyer, such changes must be asked for as favors; he, they are business arrangements, wherein buyer and seller stand on an equality. If the seller does not like the proposed change, he can refuse it, and the purchase can be annulled. After the goods have come into the buyer's hands, it is better for him to come squarely up to the agreement and give his notes according to the terms, even though he may have doubts about his ability to meet them as given. At the worst, it is then only a future probability, and persistent effort may overcome the difficulty; and even if it does not, and the retailer has to fall back on the holder of the note at maturity for aid to carry him through, it is less objectionable than the other course would be.

Such a reasonable request as to divide the purchase money into payments of the same average time as the terms, might be applied for at any time; as where a bill of \$1,000 has been bought on six months' credit, and it is found that so many other smaller purchases have been settled for by six months' notes, that it is feared the payments at that period will be too large, a request to give two notes of \$500 each, at five and seven, or four and eight months, will not be out of place, and will often be granted, to the great convenience of the retailer. A request for two or three months extra time might well be thought an unreasonable one to make after the goods are delivered.

Too often all such contemplated changes are left by the buyer until he gets the goods in his possession, when even to apply for an increase of time is regarded as a greater sign of weakness than it would be to ask aid in taking up the note at maturity. A perfectly solvent and responsible man may be so far out in his calculations as to be short of money to meet his note at its maturity, and, as the lesser of two evils, to ask his creditor to extend it, rather than to borrow from his friends, or ask them to endorse a note to raise the necessary funds.

Having given out the notes in accordance with the terms, or where the purchase is on open account, it becomes now the retailer's duty to give his attention to making preparation for payment at maturity. If the instruction set forth in the previous chapters of this book, in relation to founding the maturity of the credits and the amounts thereof, on the receipts from the sales for each month in the year, has been strictly followed, and in the calculations enough margin has been allowed for contingencies, there will be sufficient money received from the sales to make the payments as they mature.

Should it sometimes unfortunately happen by a miscalculation that a note is maturing at a period when the expectations from sales are not realized or likely to be, and no arrangement can be made to raise money temporarily on a loan, or without unreasonable sacrifice, and the debtor is satisfied that beyond a doubt he is solvent and can meet his payments with the necessity of only the occasional indulgence, a good plan is to

apply directly to the creditor holding the note for a temporary loan or a renewal of such part of the note as he is unable to pay. This application should be early enough to avoid a protest of the note, and the money for the part paid and the new note for matures. It opens the way to a bad habit to suffer a note to be protested, or held over when it can be possibly avoided.

In all cases, when such a favor is solicited, or from any cause any extra time is taken, interest for the time should always be added in making payment. It is not a pleasant way that dealers sometimes have, when such a favor has been granted, to say, "I will pay you the interest if you wish," with a look and tone that says plainly, "You ought not to wish it." Unless the wholesale dealer is one who insists on strict obedience to business rules, by those he deals with, at the risk of being thought illiberal, he is very apt to say, if the interest is trifling in amount, "It is of no consequence," even though he thinks that gratitude ought to induce the favored party to pay without hesitation.

Most generally, an occasional favor of this kind, when the interest is cheerfully and readily paid as though the favor was appreciated, will be granted with pleasure, and without any particular disparagement to the retailer's credit. In truth, occasional instances of this character sometimes induce greater confidence in the debtor, in showing his honorable appreciation of favors, and his systematic way of doing business. Men fear to give credit more from danger of a bad heart in the debtor than they do from a weak head. They are pretty generally willing to take a reasonable risk, if they can only feel sure that the person they credit will be honest and do the best he can under the circumstances; and when he cannot pay promptly they prefer to help him. A debtor who craves such favors, and then shows his want of principle by subtle efforts to evade paying the interest, loses—if mercantile standing could be valued by dollars—a hundred times more than the interest in question.

These little, or comparatively little, matters show the retailer's character. Another small one often has great influence—that of discount on uncurrent money, or exchange on a note or check, payable at some place more or less distant from the place where the debt is created. Sometimes, after much wrangling and ill-feeling, the wholesale dealer may accept the currency or the check, and the retailer has thus "shaved" him out of the amount of the exchange, but if he could know at what a loss of reputation he has made the amount in question, he would hesitate before repeating the transaction. Possibly a retailer by such petty meanness may make \$50 or \$100 a year, but it is done at such a loss of character that he finds few honest men envy him his reputation or money, either.

The retailer who has with due caution left sufficient margin for contingencies, in all his calculations of the relative amounts and periods of purchases to his sales and collections, will often find himself in possession of money in advance of the maturity of his payments. This is a great trouble to some weak minds—to have too much money. The difficulty may be surmounted in a bad way, as some do, by using the money to speculate in wheat, cotton, wool, or other produce; or by the purchase of corner lots in some embryo city in Iowa or Kansas; or by lending it to a neighbor who is "hard up," at a high rate of interest; or even in buying lottery tickets; all pretty sure ways of investing it so permanently that the owner will not be troubled with it again, nor get it back to pay his bills when they are due. A good way to use such a surplus is in anticipating the retailer's own indebtedness, and making something by the discount. There is scarcely any use to which a solvent man can so profitably put any spare cash he may happen to have, as in paying his debts whether they are due or not. People who have not had much experience, sometimes think the comparatively small discount they get bears no comparison to what they might make by some temporary or speculative investment, but mature experience teaches otherwise. When he owes nothing, the money which he may have on hand is his, to do with as he pleases, honestly, of course. But when he is in debt, he should remember his creditors and their claims.

When a retailer is prepared to anticipate some of his payments, it will be proper for him to consider whether he shall discount those soon to become due, or others more remote. The rate of discount will generally be greater the farther the day of payment is off, and the temptation will often be to get the greatest discount. If this course is

adopted, it may turn out that he will be short of funds to meet the claims falling due earlier.

It becomes necessary, therefore, to notice how it happens that the cash is in surplus, whether it arises from the natural profits or increase of the business, or whether from some of the sales or collections, or both—being made earlier than was calculated. In the former case he would use the surplus cash to discount wherever it would be most to his advantage. In the latter, he would have to fear that the sales or collections in the following months would be short just in proportion as they were over in the then recent past.

If, for instance, a dealer should make his estimate of \$3,000 as the probable amount he would sell in the coming month of April, and should create an indebtedness falling due that month, which, with current expenses, would about require the \$3,000 to cover, an unusually early spring might cause a demand for his goods in March, so that \$1,000 of the \$3,000 to be sold in April, are sold a month earlier, and at the end of the month of March he has the \$1,000 in surplus of his payments. But it would be very unsafe under such circumstances, to use it to pay debts falling due in June or July, as the sales would very probably fall off in April, and he would therefore not take in enough to pay his April indebtedness.

Sometimes, though, it might be safe to conclude that the whole season would continue to be in advance of calculations. Of this the dealer could judge by looking over the character of the goods

then selling, and comparing them with the sales of former years, and noticing whether certain classes of goods were sold to the same customers, in advance of the time when they were sold to them in previous years.

If no difficulty of this kind is seen, and the anticipation of receipts of money for the next month or two seems likely to be realized, there is nothing that should prevent the dealer from discounting wherever he can get the greatest interest off.

It is always, however, a matter of commendable prudence, to accept one or two per cent. per annum less discount, and take up the nearer indebtedness, so as to be on the safe side. There is another matter that should sometimes govern the selection. The dealer may be buying more heavily than usual of some houses, or may desire to buy more goods of them, and know that his limit of credit there is reached. It would be good policy to select such indebtedness in preference to others from whom he is not likely to want more goods before their bills regularly mature. As these larger creditors are apt to be the ones who have known him best, and sold him goods at the lowest prices, whereby he became for his own profit more largely indebted to them, it is often the case that they are unwilling to give him so large a discount for pre-payment as others can afford to give who have charged him the higher prices. But this should not influence the dealer to pass them by in discounting his paper. It is better to deal so as to retain old friends, than to merely secure new ones.

Lemon & Peters, WHOLESALE GROCERS.

SOLE AGENTS FOR

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

Good-Bye to the Pass Book

Adopt the

Tradesman Credit Coupon Book,

And you will find the saving of time to be so great that you will never permit the use of another pass book in your establishment.

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

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

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

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

Alfred J. Brown, WHOLESALE

Foreign Fruits, Nuts, Dates, Figs, Etc

16 and 18 North Division Street, Grand Rapids.

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.

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.

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 92-3R.

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.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

WE CARRY A STOCK OF CAME TALLOW FOR MILL USE.

Putnam Candy Co.,

13, 15 AND 17 SOUTH IONIA ST.

GROCERIES.

Gripsack Brigade.
John H. Jewett has sold his residence on Paris avenue to M. K. Walton, who will take possession immediately.

The Knights of the Grip promise to pay their respects to the P. of I. at their annual convention at Lansing on December 27.

Chicago drummers now carry rubber stamps bearing the legend, "World's Fair, 1892, Chicago," and register at the hotels with them.

Aaron B. Gates is no longer on the road for Morris H. Treusch & Bro., having dissolved his connection with that house last Saturday.

Geo. F. Owen recently suffered another relapse, but is able to be about again. John D. Mangum will cover his territory for the next two weeks.

Two additions have been made to the hotel list of the Knights of the Grip during the past week—the Aldine, at East Saginaw, and the Mansion House, at Inlay, City.

One thousand copies of the invitation to the annual convention of the Knights of the Grip, which is given in full in another column, are being sent out by Secretary Mills this week.

Secretary Mills announces the receipt of the \$75th application for membership in the Knights of the Grip. The membership will certainly reach 900, and may touch 1,000, by the date of the annual convention.

H. A. Hudson was the victim of a runaway while driving from Cadillac to Lake City, last Wednesday. He was thrown from the conveyance and suffered severe bruises on his legs, which are likely to confine him to his home for a week or ten days.

The Railway Association of Michigan declined to grant reduced rates to the annual convention of the Michigan Knights of the Grip. The action of the Association is in accordance with a resolution adopted two or three months ago, refusing to grant concessions to any conventions except political and G. A. R. gatherings.

Frank E. Chase, for eleven years traveling salesman for A. C. McGraw & Co., of Detroit, but for the past year on the road for a Chicago house, has returned to his first love and will write Detroit after his name hereafter. He is in Detroit this week, fitting out his sample trunks, and will start out on the war-path next week.

A Lansing correspondent writes: "At a meeting of the Lansing members of the Michigan Knights of the Grip, a permanent organization was formed, to be known as Division A, Michigan Knights of the Grip of Lansing. The objects are to promote friendly feeling and social intercourse; also, to be more fully prepared to entertain the State society at its annual meeting, which will be held in Lansing. We propose to make it pleasant for any and all members of the K. of G. who may be here on December 27 and 28. There will be a banquet at 6 p. m., followed by toasts, music, etc.; then to the Governor's parlors, at the Capitol, where a reception will be given by His Excellency, Governor C. G. Luce; then to Armory hall, where the members may shake their feet to their hearts' content. I will here state that we will have the galling gun loaded and primed, and if that Spring Poet shows up, he will be blown so far that he will not get back in time for the next banquet."

Hides, Pelts, Furs and Wool.

The wool market is not only stronger, but actually higher. There have been large purchases the past week at 1/2 to 1c advance from the previous week, with a 2c advance asked and held firmly in many cases. The bottom has been reached and the turn called, which makes dealers happy. Foreign markets advanced 10 per cent. last week, which was expected, which advance prohibits export on our market. If the cloth trade would revive, then wools would move freely. The situation is better generally and cannot be fully given, as the week was broken by a holiday and two immense fires at the centers of trade, which checked its volume.

Hides are weak and inclined to be lower at the East and firm at the West. A scant supply is claimed West and ample offerings East. In the meantime the leather trade is good. Large quantities were burned at Lynn and must be replaced, but 8,000 to 10,000 boot and shoe workmen were burned out, who must find places to work before they will need an extra supply.

Tallow is dull and low and in light demand, with large accumulations. It looks like lower prices.

Furs do not come forward very fast and prices are not well established.

Prescription for Tramps.
R Bark of dog, scrub, ij.
Commercial lead, dr. vij.

Sig: In pills. One every minute till disappearance.

Brooklyn boasts of having the largest bread bakery in the world, 300 barrels of flour producing daily 70,000 loaves of bread.

A FEW FACTS ABOUT TEA.

Written for THE TRADESMAN.

How few out of the many thousands who drink tea give any thought to the cultivation, picking, curing and packing of it!

It requires a man of a great deal of study of tea and one who has a very acute taste to be a good judge of tea, spices or coffee; in fact, it requires more experience in this line than is necessary to handle dry goods. Few of the many who enter the retail grocery trade know anything of the line they handle, yet many of them make very successful merchants. I do not say this in any disrespect to the grocery merchant, but it is a mistake to feel that we must have an experienced man to sell us our clothing, while we do not stop to consider the quality of the stuff poured into our stomachs to create disease and unhappiness through life.

Every state should have a law, which should be enforced, compelling every merchant who enters into the retail grocery trade to be one of experience in the business—one who knows how to test his goods and ascertain whether they are right. He will then not have to depend too much on the house or the representative whom he buys of. No good house will knowingly sell a customer poor goods, but I am sorry to state that there are commercial men on the road who are so anxious to sell their wares that they cut prices and misrepresent their goods, and in most cases if the merchant would write the firm he buys of and ask if the goods were pure, the firm would write him they were not pure, and were not so understood to be from the agent's order. I think it would be well for merchants to write the firm they buy of and satisfy themselves in regard to the honesty of the agent.

The date of the first use of tea is quite uncertain, its native countries being China and Japan. Not being countries which spread their knowledge rapidly, we do not find it mentioned in Europe before 1559, nor used there until 1600, but we find it mentioned in China as early as 750. Accounts of this date are very vague. The first American vessel sailed for China in 1774, and the year following two American vessels brought from China 880,000 pounds of tea.

In order to raise a good tea, it is necessary to have the right soil as to have a suitable climate. The soil must be a loam and the climate a wet, mild one. In order to make tea a profitable crop, it must be cultivated where wages are very low. The help employed is mostly women and children, who are educated from the cradle for picking tea, and such care is taken in gathering the tea that the help is not allowed to pick the tea without gloves, and is not allowed to eat fish or other food considered unclean for three weeks before the harvesting. They are also required to take a bath three times a day. A good picker cannot gather over fifteen pounds per day of the first picking, and it takes four pounds of green leaves to make one pound when properly dried.

The tea plant will begin to bear the third year and will yield but about two ounces of dried leaves to the tree or 80 pounds to the acre, or what we call a half chest at this picking, while a plant at the age of five years will produce ten times the amount, but the quality will not be as fine. In some sections, the trees are allowed to grow their full size untrimmed and such produce a coarse, large leaf which we call black tea, while in other localities they are kept trimmed low, for the convenience of pickers, and when the plants are six or seven years old they bear less leaves. They are then cut down close, and the young sprouts which spring up yield again the crop of young and tender leaves. This cutting down may be repeated for a dozen years, after which the tree is dug out entirely and a new tree planted instead.

The time of picking the tea takes place at different times of the year, according to the locality and quality of the leaf, from early in January until late in October. Much depends on the time of picking, as the finest crops may be changed to a worthless article in a few hours' time by delay in picking. The first picking generally takes place, from March to May. This picking is the finest kind of tea, which consists of the young and tender leaves and buds, just beginning to expand, and is known on the market to commerce as "first chops." The younger the leaves, the more delicate and fragrant their flavor. The gathering of these young leaves would prove injurious to the plant were it not for continual rain, which falls at this season, producing new leaves. Otherwise, the plant would be robbed of its clothing. The second picking occurs from May to June and is the largest and most important one and is known as the "second chops." This picking, with the "first chops," is the kind all dealers seek for their trade. It varies from three to four hundred pounds to the acre, and an experienced picker can gather about 20 pounds per day. The third picking takes place usually about July, and is known as the "third chops." It is much inferior, the leaves being larger and coarser, but is an important crop. Some

will not gather the third crop, while others even go so far as to gather a fourth crop, known as the "fourth chops." This picking is very injurious to the plant and should not be gathered, as it is of little value. It is gathered in August and September and is used mostly among the poorer class for home consumption and also for dyeing or in blending with finer grades, for which it is quite valuable. Green tea plants are never allowed to grow to a large size, but are kept pruned and so kept tender.

The Condition of Trade.

From the New York Shipping List.

The intervention of the Thanksgiving holiday since our last has interrupted the current of business and considerably reduced the volume of transactions in the local market and throughout the country. The condition of trade has undergone no appreciable change, but, as usual at the close of the autumn season, the distribution of many kinds of goods is generally decreasing. This is especially true of manufactures adapted to winter use. On the other hand, there is an increased movement in the leading grocery staples. Both raw and refined sugar have been remarkably active of late and prices have advanced considerably, as have also the prices of coffee, the basis of the rise in most of these staple commodities being their conceded strong statistical position. There also continues to be a good deal of activity in iron and steel and their products, and as there is an absence of all features of an excited boom, the late rise in prices has all the appearance of being healthful, and in obedience to the law of supply and demand. The cotton goods trade is in a very satisfactory condition, while the woolen trade, though not nearly so prosperous as the cotton, is said to be, on the whole, better than it was at this period last year. The export movement is not quite so brisk as it has been along back, but it is much larger than it was a year ago. The exports of this year's cotton crop to date are nearly half a million bales in excess of the corresponding period last year, whilst the outward movement of breadstuffs and provisions is also materially larger this year than last. On the whole, then, while there is some falling off in the volume of home trade, due wholly to seasonal influences, the business situation is fairly satisfactory. The scarcity of loanable money and the high rates of interest continue to be an important factor in some branches of business, especially in speculative circles. Another retarding influence has been the circulation of unfounded reports and rumors as to what the Treasury policy is likely to be in connection with bonds and the currency. But all doubts on this point will be set at rest before another issue of this paper. Probably no President's message in a dozen years has been looked for by business men with greater interest than the one which will be issued at the beginning of next week. An unusually large number of questions of national concern have reached the burning stage, and as the President's party controls both branches of Congress, merchants, bankers, manufacturers and others are naturally anxious to learn his views on these matters, knowing that his recommendations and suggestions will have considerable influence in molding legislation.

Purely Personal.

Wesley Hessler, the Rockford druggist, is in town for a day or two.

Frank E. Pickett, of the firm of Pickett Bros., general dealers at Wayland, is in town for a few days.

Chas. Kernan, manager of the store of the Converse Manufacturing Co., at Newaygo, was in town Monday.

Frank Hibbard, formerly engaged in the drug business at Ewart and East Saginaw, is in town for a day or two.

H. Edward Nicholson, of Muskegon, will take the position of assistant book-keeper for Samuel Lyon, at Chicago, on January 1.

J. T. Borst has gone to Altona, where he will embark in the shingle mill business, using the mill formerly operated by his father.

Roy Parmenter, formerly with Ball, Barnhart & Putman, has taken the position of assistant book-keeper for the Grand Rapids Tank Line Co.

E. Tracy Woodward, of the firm of J. H. Woodward & Co., the Frankfort clothiers and boot and shoe dealers, was in town a couple of days last week.

Alfred W. Lyon left for Chicago Saturday night and Samuel Lyon followed him Monday. The work of shipping the stock to Chicago was completed Saturday.

The Grocery Market.

Sugars are a trifle firmer, owing to a stronger feeling among the holders of raw sugar in Europe, and the scarcity of refiners' stock in this country. As the demand for refined stock is very active, standard grades are largely oversold all around, and all other grades are sold close up to the production. Teas are steady. Singapore pepper is a shade stronger. Domestic rice is strong. Rio coffees are firm, the package manufacturers having advanced their prices 1/2c. Cove oysters are a little firmer. Kerosene oil is still unsettled, no regular price being established by either the tank companies or jobbers.

A Flagrant Case.
"Going to the druggists? Well, I wouldn't go to Pestle's." "Why not?" "He's so disobliging. I went there the other evening to get a postage stamp, and he actually refused to change a \$5 bill for it. I made up my mind then that I should transfer my custom to some other druggist."

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



KNIGHTS OF THE GRIP.

Call for the First Annual Convention, to be held at Lansing.

GRAND RAPIDS, Dec. 1, 1889.

DEAR SIR—I have the honor to inform you that the first annual convention of the Michigan Knights of the Grip will be held in Representative Hall, Lansing, Friday, December 27, 1889. Every member is earnestly requested to arrange to be present, if possible, accompanied by ladies, as special arrangements have been made to entertain them by the Lansing ladies, in visiting the State Reform School, State Blind School and the War Museum at the Capitol. You are requested to report promptly upon your arrival in Lansing at the K. of G. headquarters, at the Council Chamber, on Michigan avenue, where you will register and receive a badge for yourself and lady, which will admit you to all meetings and entertainments of the sessions.

The convention will be called to order at 10:30 o'clock Friday morning, standard time, for organization and the appointment of committees, and adjourn at noon, to meet promptly at K. of G. headquarters at 1 p. m., to join in a parade through the principal streets to the Capitol, where the afternoon session will convene at 1:30 p. m. and adjourn at 5 p. m.

The banquet will be given in armory hall, with the following programme, being called to order at 6 p. m. sharp: Invocation, by Rev. Washington Gardner.

Address of Welcome, by Hon. Jas. M. Turner, Mayor of Lansing.
Response, by President A. F. Peake.
Music, by Plymouth Quartette.
Collation, closing with the following toasts:

"Our Guests"—S. H. Row, Lansing.
"My Michigan"—Hon. Cyrus G. Luce.
"Our Association"—F. A. Warner, East Saginaw.
"Our Sister Association"—J. T. Lowry, President M. C. T. A.

"The Press, an Important Factor of Commerce"—E. A. Stowe, editor official organ.

"The Ladies"—Hon. Erastus Peck, Jackson.
"Our Manufacturers"—O. F. Barnes, Lansing.

"Our Capital City"—J. J. Bush, Lansing.
"The Commercial Traveler of a Quarter of a Century Ago"—A. C. Antrim, Grand Rapids.

"The Commercial Traveler of Today"—C. S. Kelsey, Battle Creek.
"Our Merchants"—C. L. Whitney, President Michigan B. M. A.

"The Commercial Future of Our Country"—Hon. Jas. O'Donnell, Jackson.
"Mine Host"—E. R. Egnew, President Michigan Hotel Keepers' Association, M. Clemen.

"Our Transportation Lines"—Capt. W. A. Gavett, President Railway Association of Michigan.
The toasts will be interspersed with recitations by Brothers Reynolds and Frazer, and music by a quartette and orchestra.

At the close of the banquet, a reception will be tendered by the Governor in the executive parlors at the Capitol, to be followed by dancing at the armory.

The following local committees have been appointed at Lansing, which ensures an enjoyable and instructive gathering:

General Arrangement—S. H. Row, Jas. G. Derby, W. K. Walker.
On Finance—Geo. C. Cooper, E. J. Evans, C. F. Ballard, J. N. Alexander.

On Rooms—E. A. Gilkey, W. E. French, W. J. Lee.
On Reception—E. K. Bennett, F. G. Row, H. S. Seage, W. S. Jones, Ford J. North, Jos. Urquhart, C. F. Marble, B. W. Long.

On Carriages—J. A. Smith, H. Lieb, W. S. Sullivan.
On Press and Printing—W. S. Cooper, N. B. Jones, Hon. Wm. Van Buren.

On Banquet—H. L. Field, J. J. Bush, Chas. Gilkey.
On Music—L. A. Baker, J. J. Frost, H. Marple, J. H. Tammer.

The banquet will be \$1 per plate and the hotels will make \$1 per day rates to members and ladies. If you expect to attend, please notify W. K. Walker, Lansing, to that effect at once, stating whether you will be accompanied by ladies, so that the Committee of Arrangements may be prepared to properly entertain all who may be present.

Your dues for the ensuing year of 50 cents are payable on or before Jan. 1, 1890, and should be remitted to the Secretary previous to that date, or can be paid at the convention.

Trusting you will make a special effort to attend what promises to be the largest convention of commercial travelers ever held in our State, we are

Yours fraternally,
L. M. MILLS, Sec'y.
A. F. PEAKE, Pres.

A Flagrant Case.
"Going to the druggists? Well, I wouldn't go to Pestle's." "Why not?" "He's so disobliging. I went there the other evening to get a postage stamp, and he actually refused to change a \$5 bill for it. I made up my mind then that I should transfer my custom to some other druggist."

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

PRODUCE MARKET.

Apples—Dealers hold winter fruit at \$2.25 to \$2.75 per bbl.
Beans—Dealers pay \$1.25 for unpicked and \$1.50 for picked, holding at \$1.75 to \$2.25 per bu.
Beets—40c per bu.
Butter—The market is decidedly slack, there being no demand for the staple anywhere. The country merchants are loaded up with stock which they have sold at 16c to 18c for, while the top of the market from jobbers hands is 20c. Creamery is in fair demand at 24c to 26c.
Butter—New York—\$4.50 per bbl. for New York grades.

Cabbages—\$4.50 per 100.
Cheese—Jobbers hold September and October make at 11c to 12c.
Cider—40c per gal.
Cooperage—For barrels, \$1.25; produce barrels 25c.

Crabapples—Cape Cod readily command \$9 to \$10 per bbl. Bell and Bugle are in good demand at \$10 per bbl.
Dried Apples—New evaporated are held at 8c to 8 1/2c and new sundried at 5c to 5 1/2c.
Eggs—Jobbers pay 10c to 12c for fresh and hold at 20c to 22c. Picked and cold storage stock commands about 19c.

Field Seeds—Clover, mammoth, \$4.35 per bu.; medium, \$4.35. Timothy, \$1.50 per bu.
Hops—New York—\$1.50 per bu. in good demand at 50c per basket.
Honey—In small demand. Clean comb commands 10c to 12c.

Onions—Dealers pay 4c to 4 1/2c for clean stock, holding at 6c to 6 1/2c.
Potatoes—There appears to be a "rift in the cloud." The Southern demand showing evidences of looming up in good shape within a short time.
Squash—Hubbard, 2c per lb.
Sweet Potatoes—Jerseys are out of market at present. Muscadines, 8c to 7 1/2c per bbl.
Turnips—30c per bu.

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

PORK IN BARRELS.
Mess, new, 10.50
Short cut, 10.50
Extra clear pig, short cut, 12.00
Hog, 12.00
Clear, fat back, 12.00
Boston clear, short cut, 12.00
Clear, short cut, 12.00
Standard clear, short cut, 12.00

SMOKED MEATS—Canned or Plain.
Hams, average 30 lbs., 10.50
" 12 to 14 lbs., 10.50
" picnic, 10.50
Breakfast Bacon, bonedless, 8.50
Dried beef, ham prices, 8.50
Long Chops, heavy, 6.50
Briskets, medium, 6.50
Light, 6.50

LARD—Kettle Rendered.
Tubs, 7.50
50 lb. Tins, 7.50
LARD—Refined.
30 and 50 lb. Tubs, 6.50
3 lb. Pails, 3 lb. in a case, 6.50
5 lb. Pails, 5 lb. in a case, 6.50
10 lb. Pails, 10 lb. in a case, 6.50
30 lb. Pails, 30 lb. in a case, 6.50
50 lb. Cans, 6.50

Extra Mess, warranted 30 lbs., 7.00
Extra Mess, Chicago packing, 7.00
Bonedless, rump butts, 6.50
Sausage—Fresh and Smoked.
Pork Sausage, 6.50
Frankfort Sausage, 6.50
Tongue Sausage, 6.50
Frankfort Sausage, 6.50
Blood Sausage, 6.50
Bologna, straight, 6.50
Bologna, thick, 6.50
Head Cheese, 6.50

In half barrels, 3.25
In quarter barrels, 2.00
TRUFF.
In half barrels, 3.00
In quarter barrels, 2.00
In kits, 2.00

FRESH MEATS.
Swift and Company quote as follows:
Beef, 4c
" hind quarters, 5c
" fore, 4c
" loins, 7c
" tongues, 6c
Hogs, 5c
Pork, 5c
Shoulders, 5c
Bologna, 5c
Sausage, 5c
Liver, 5c
Frankfort, 5c
Mutton, 6c

OYSTERS AND FISH.
F. J. Dettenhafer quotes as follows:
Whitefish, 8c
" smoked, 8c
Trout, 8c
Halibut, 8c
Haddies, 8c
Fairhaven Counts, 8c
Selects, 8c
Standards, 8c
Favorites, 8c

STANDARDS—OYSTERS—BULK.
Standards, 8c
Selects, 8c
Clams, 8c
Crabs, 8c
Scallops, 8c
Horseshell, 8c
Shellfish, 8c

CANDIES, FRUITS AND NUTS.
The Putnam Candy Co. quotes as follows:
Standard, 25 lb. boxes, 9c
Tropic, 25 lb. boxes, 9c
Cut Loaf, 25 lb. boxes, 10c
Royal, 25 lb. boxes, 9c
Extra, 25 lb. boxes, 9c
French Cream, 25 lb. boxes, 11c
FANCY—in 5 lb. boxes.
Lemon Drops, 12c
Sour Drops, 12c
Peppermint Drops, 12c
Chocolate Drops, 12c
Lemon Drops, 12c
Gum Drops, 12c
Licorice Drops, 12c
A. B. Licorice Drops, 12c
Lemon Drops, 12c
Imperial, 12c
Hotties, 12c
Cream Bar, 12c
Molasses Bar, 12c
Caramel, 12c
Hand Made Creams, 12c
Plain Creams, 12c
Decorated Creams, 12c
String Cream, 12c
Burnt Almonds, 12c
Wintergreen Berries, 12c

COFFEES—PACKED.
Lion, 24c
" in cabinets, 24c
Mocha, 24c
Durban, 24c
Thompson's Honey Bee, 24c
City of London, 24c
Good Morning, 24c
COFFEES—EXTRACT.
Valley City, 75c
Felix, 110c
Cotton, 40 lb. per doz., 12c
" 50 lb. per doz., 15c
" 70 lb. per doz., 18c
" 80 lb. per doz., 22c
" 90 lb. per doz., 25c
" 100 lb. per doz., 28c
" 110 lb. per doz., 32c
" 120 lb. per doz., 35c
" 130 lb. per doz., 38c
" 140 lb. per doz., 42c
" 150 lb. per doz., 45c
" 160 lb. per doz., 48c
" 170 lb. per doz., 52c
" 180 lb. per doz., 55c
" 190 lb. per doz., 58c
" 200 lb. per doz., 62c
" 210 lb. per doz., 65c
" 220 lb. per doz., 68c
" 230 lb. per doz., 72c
" 240 lb. per doz., 75c
" 250 lb. per doz., 78c
" 260 lb. per doz., 82c
" 270 lb. per doz., 85c
" 280 lb. per doz., 88c
" 290 lb. per doz., 92c
" 300 lb. per doz., 95c
" 310 lb. per doz., 98c
" 320 lb. per doz., 102c
" 330 lb. per doz., 105c
" 340 lb. per doz., 108c
" 350 lb. per doz., 112c
" 360 lb. per doz., 115c
" 370 lb. per doz., 118c
" 380 lb. per doz., 122c
" 390 lb. per doz., 125c
" 400 lb. per doz., 128c
" 410 lb. per doz., 132c
" 420 lb. per doz., 135c
" 430 lb. per doz., 138c
" 440 lb. per doz., 142c
" 450 lb. per doz., 145c
" 460 lb. per doz., 148c
" 470 lb. per doz., 152c
" 480 lb. per doz., 155c
" 490 lb. per doz., 158c
" 500 lb. per doz., 162c
" 510 lb. per doz., 165c
" 520 lb. per doz., 168c
" 530 lb. per doz., 172c
" 540 lb. per doz., 175c
" 550 lb. per doz., 178c
" 560 lb. per doz., 182c
" 570 lb. per doz., 185c
" 580 lb. per doz., 188c
" 590 lb. per doz., 192c
" 600 lb. per doz., 195c
" 610 lb. per doz., 198c
" 620 lb. per doz., 202c
" 630 lb. per doz., 205c
" 640 lb. per doz., 208c
" 650 lb. per doz., 212c
" 660 lb. per doz., 215c
" 670 lb. per doz., 218c
" 680 lb. per doz., 222c
" 690 lb. per doz., 225c
" 700 lb. per doz., 228c
" 710 lb. per doz., 232c
" 720 lb. per doz., 235c
" 730 lb. per doz., 238c
" 740 lb. per doz., 242c
" 750 lb. per doz., 245c
" 760 lb. per doz., 248c
" 770 lb. per doz., 252c
" 780 lb. per doz., 255c
" 790 lb. per doz., 258c
" 800 lb. per doz., 262c
" 810 lb. per doz., 265c
" 820 lb. per doz., 268c
" 830 lb. per doz., 272c
" 840 lb. per doz., 275c
" 850 lb. per doz., 278c
" 860 lb. per doz., 282c
" 870 lb. per doz., 285c
" 880 lb. per doz., 288c
" 890 lb. per doz., 292c
" 900 lb. per doz., 295c
" 910 lb. per doz., 298c
" 920 lb. per doz., 302c
" 930 lb. per doz., 305c
" 940 lb. per doz., 308c
" 950 lb. per doz., 312c
" 960 lb. per doz., 315c
" 970 lb. per doz., 318c
" 980 lb. per doz., 322c
" 990 lb. per doz., 325c
" 1000 lb. per doz., 328c
" 1010 lb. per doz., 332c
" 1020 lb. per doz., 335c
" 1030 lb. per doz., 338c
" 1040 lb. per doz., 342c
" 1050 lb. per doz., 345c
" 1060 lb. per doz., 348c
" 1070 lb. per doz., 352c
" 1080 lb. per doz., 355c
" 1090 lb. per doz., 358c
" 1100 lb. per doz., 362c
" 1110 lb. per doz., 365c
" 1120 lb. per doz., 368c
" 1130 lb. per doz., 372c
" 1140 lb. per doz., 375c
" 1150 lb. per doz., 378c
" 1160 lb. per doz., 382c
" 1170 lb. per doz., 385c
" 1180 lb. per doz., 388c
" 1190 lb. per doz., 392c
" 1200 lb. per doz., 395c
" 1210 lb. per doz., 398c
" 1220 lb. per doz., 402c
" 1230 lb. per doz., 405c
" 1240 lb. per doz., 408c
" 1250 lb. per doz., 412c
" 1260 lb. per doz., 415c
" 1270 lb. per doz., 418c
" 1280 lb. per doz., 422c
" 1290 lb. per doz., 425c
" 1300 lb. per doz., 428c
" 1310 lb. per doz., 432c
" 1320 lb. per doz., 435c
" 1330 lb. per doz., 438c
" 1340 lb. per doz., 442c
" 1350 lb. per doz., 445c
" 1360 lb. per doz., 448c
" 1370 lb. per doz., 452c
" 1380 lb. per doz., 455c
" 1390 lb. per doz., 458c
" 1400 lb. per doz., 462c
" 1410 lb. per doz., 465c
" 1420 lb. per doz., 468c
" 1430 lb. per doz., 472c
" 1440 lb. per doz., 475c
" 1450 lb. per doz., 478c
" 1460 lb. per doz., 482c
" 1470 lb. per doz., 485c
" 1480 lb. per doz., 488c
" 1490 lb. per doz., 492c
" 1500 lb. per doz., 495c
" 1510 lb. per doz., 498c
" 1520 lb. per doz., 502c
" 1530 lb. per doz., 505c
" 1540 lb. per doz.,

Drugs & Medicines.

State Board of Pharmacy.
One Year—Ottmar Eberbach, Ann Arbor.
Two Years—Geo. McDonald, Kalamazoo.
Three Years—Stanley E. Parkhill, Owasco.
Four Years—Jacob J. Jenson, Muskegon.
Five Years—James Verner, Detroit.
President—Jacob J. Jenson, Muskegon.
Secretary—Geo. McDonald, Kalamazoo.
Next Meeting—At Lansing November 5 and 6.

Michigan State Pharmaceutical Ass'n.
President—Frank Ingalls, Detroit.
First Vice-President—F. M. Alder, Lansing.
Sec'd Vice-President—Henry Kophart, Berrien Springs.
Third Vice-President—Jas. Verner, Detroit.
Secretary—H. J. Brown, Ann Arbor.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—A. A. Hughes, Cheboygan; E. T. Webb, Jackson; D. E. Pratt, East Saginaw; Geo. McDonald, Kalamazoo; J. J. Crowley, Detroit.
Next Meeting—At Saginaw, beginning third Tuesday of September, 1895.

Grand Rapids Pharmaceutical Society.
President, J. W. Hayward, Secretary, Frank B. Scott.
Grand Rapids Drug Clerks' Association.
President, F. D. Kipp, Secretary, Albert Brower.
Detroit Pharmaceutical Society.
President, J. W. Allen, Secretary, W. F. Jackson.
Muskegon Drug Clerks' Association.
President, C. S. Koon, Secretary, J. W. Hoyt.

An Explanation Due from the Board.

The attention of the State Board of Pharmacy is called to the case of Dr. J. W. Pattison—or T. O. Pattison, as the business is now conducted—who is carrying on a drug business at Millbrook without any show of authority, no one connected with the store having a certificate from the Board. THE TRADESMAN has good grounds for the statement that the Pattisons have not had a registered pharmacist in the store since the retirement of a daughter, two or three years ago, yet they continue to dispense drugs the same as when a certificate hung over the prescription case of their establishment. The attorney of the Board visited Millbrook a few months ago, but as yet no move has been made to prosecute the men who are violating the law and have violated it daily for years.

A man recently opened a drug store at Manistee, without complying with the law as to registration, and was promptly prosecuted, although no question was raised as to his competency, he having been a pharmacist longer than a majority of the members of the Board. Why should men so manifestly incompetent as the Pattisons be permitted to violate the law for years, without the Board taking steps to make them pay the penalty?

THE TRADESMAN would be pleased to hear from Secretary Verner in relation to this case.

Should Druggists be Exempt from Jury Duty?

From the Druggists' Bulletin.

Emphatically, yes! The incident portrayed by Dickens in the account of the trial of Bardell vs. Pickwick, wherein a chemist draws a juror requests to be excused on the ground his business demands his attention, and when this is refused, his pathetic exclamation, "some one will be killed before night," as he had left only a boy in the shop "who firmly believes that 'Epsom salts' means oxalic acid," is none too realistic. A large number of pharmacists are unable to employ an assistant, other than a boy or apprentice whose knowledge does not extend beyond the details of shop druggery, and, consequently, must be their own dispensers. To ask such to do jury duty is to jeopardize their business, and also the best interests of their patrons, which is too much to exact of any individual. More especially is this galling from the fact that millers, constables, attorney's clerks, clergymen, volunteer and ex-volunteer firemen, ex-mayors, poor commissioners and superintendents, road overseers, etc., are universally exempt—individuals who have nothing, by comparison, at least, to sacrifice.

We are glad to find there are notable exceptions in this respect, and that the State of Missouri, in last session of its Legislature, placed druggists on a par with other exemptions; and it is to be hoped other states will speedily follow the example thus set.

Immediate Relief for Hoarseness.

The first Napoleon is said to have been subject to sudden attacks of severe hoarseness, for the immediate relief of which his physician was in the habit of prescribing the following, known as Foreau's syrup:

R. Liquor ammonie fortioris.....mx.
Syrup erysimum.....scru. iss.
Infusum tiliæ florum.....scru. iiss.
M To be taken at one dose.
Erysimum officinale (sisymbrium offic), or hedge mustard, is no longer official, but is easily obtained. It is a small annual growing almost everywhere in the United States and Canada, as well as in Europe. The infusion of Linden (tilia) is used simply as an agreeable vehicle, and may be dispensed with or supplanted by any other pleasant vehicle.

A Gallic Prescription.

Mrs. — Take a wineglassful licker tree tincture a day over your meal, take a pill every morning, if that sick you to much, slack on the licker, for you got to take the pill.

One dollar and 75 cent for the hole ting.

The foregoing is, *verbalim et literatim*, the directions accompanying the medicine prescribed by a Gallic M. D., who resides less than a thousand miles from Halifax.

The Drug Market.

Tartaric acid, Rochelle salts, seidlitz mixtures and cream tartar all firm at the advance and tend higher. Gum camphor is also in firmer position and higher prices are predicted. Quinine is unchanged. Gum opium is firmer. Morphia is steady. Nitrate silver has advanced. Gambier is lower.

It Would Be a Change.

"Oh, doctor, I don't know what to do with poor William. He's working himself into an early grave. Can't you suggest something to prevent his going down hill so rapidly?"

"He might try the legislature, madam. There the decline is only gradual."

THE LITTLE OLD DRUGGIST.

Dr. J. B. Naylor, in the American Druggist.
There's a little old druggist just out of the way, in a long and dimly lighted room, And he compounds and mixes and filters all day.

Though his step is slow and his hair is gray; And he looks like a ghost in a gilt coat, Till a chemical change seems wrought in him, And he looks as dry as the drugs on his shelf.

His hair is as white as his calomel, His teeth are as yellow as golden seal; Perhaps he chews—it is hard to tell, For if he does he conceals it well; And his skin is the color of orange peel, While his eyes have a vacant and glassy stare, And his brow is wrinkled and drawn with care.

He talks in a piping, childish voice Of the druggists whom he knew in his youth; Of the drugs they obtained so rare and choice, Of the handsome profits that made them rejoice— For he never departs from the truth; And, as memory recalls those halcyon days, A chilly smile o'er his countenance plays.

Yet he never utters a vain regret For days that can ne'er return; "If you don't get what you want, you must wait, but if you'd all you desired, you'd lack some thing yet."

Is an adage he says he has learned, So among the thorns he plucks the flowers, This wrinkled, but jolly old druggist of ours.

Drug Store Loafers.

From the Druggists' Magazine.

A writer in an exchange says that next to the street corner pest, and the saloon frequenter, comes the bane of the drug gists, the drug store loafer. He is usually a little older and more respectfully dressed than those of the other varieties; but to the conscientious druggist, and to society at large, he is the greatest hindrance, the most in the way, the biggest bore and the most consummate nuisance. The younger variety of drug store loafers may hang round of an afternoon, smoke a cigar and ogle the female customers or the ladies who chance to pass that way; he bothers the clerks, too, who should be cleaning up, or posting up in pharmacy, for a druggist should be a man of learning, and when not engaged in the manual part of his profession should apply himself to various sciences that pertain to his calling. Your full-fledged drug store loafer, however, calls in after supper; he doesn't know that he is a loafer, and is just a little too respectable to be told so, but he is a greater pest to the proprietor than are flies in the syrup bottle. He is usually a small tradesman—a small office holder or played-out politician—who has a family near by. He is usually too old to go sporting around with the boys; too mean to pay dues at a lodge or club; too wicked to attend a church or benevolent society; too lazy to stay at home and converse with his family, or read or improve his time. Supper being over, he deserts the house, and seeks the drug store, where he invests in one or more cheap cigars, and then, if the two or three chairs and stools owned by the establishment are in use by his fellow-loafers, he elbows the show-cases, leans in the doorway, expectorates and throws ashes over the floor or in front of the door. Customers come and go, the proprietor has difficult prescriptions to fill, many questions to answer for those who seek his aid and advice; while his room should be clean, sweet and quiet, he must endure the clouds of smoke, political discussions, neighborhood gossip, and smutty stories from the drug store loafer, who persists in staying with him till the lights are turned out.

The Luck of an Arkansas Druggist.

Opposite Memphis and about twenty miles inland I stopped at a general store to rest and get a bite to eat. Besides keeping hardware, woodenware, dry goods, groceries, saddlery, notions, boots and shoes, smoked and salt meats, there was a stock of drugs in the rear. I got some crackers and cheese, and while eating there came in a colored man. He complained of pains in the chest, and scratched his nose reflectively, looked along the shelves, and finally took down a bottle, poured a two-ounce vial full, and corked it up and handed it over with the remark:

"Take five drops of that in water every four hours. Fifty cents."

The negro paid and went away, and in a few minutes a woman came in for something for dyspepsia. He took down a chance bottle, poured some of the contents into a vial, and charged her sixty cents. Then I inquired if he was a doctor.

"Well, sorter," he replied.

"And you know drugs?"

"Yes, tolerably fair."

"You put up queer remedies for those two complaints?"

"Did I? Do you know drugs?"

"I have served five years as prescription clerk."

"Just the man I've been aching to see for a month! I took this stock on a debt. The fellow agreed to write on each bottle what the contents were good for, but he missed over sort of 'em. I've been dealing out sorter on my own judgment, and I've had mighty good luck so far."

"Haven't you killed anyone?"

"Bout a dozen, I reckon; but all but one have been niggers, and the one white man was no 'count anyhow. Now you just put in the afternoon marking up their bottles and I'll keep ye over night and hand ye two big dollars in the morning."

"Quaker" Liniment.

A Salina, Kansas, correspondent furnishes the following shotgun prescription, which he was recently called upon to fill:

In a half gallon alcohol
Sp. turpentine.....2 oz.
Oil Cedar.....1 1/2
Oil Eucalypti.....1 1/2
Oil Peppermint.....1 1/2
Oil Sassafras.....1 1/2
Oil Wintergreen.....1 1/2
Oil Clove.....1 1/2
Oil Thyme.....1 1/2
Oil Rosemary.....1 1/2
Oil Lavender.....1 1/2
Oil Bergamot.....1 1/2
Oil Lemon.....1 1/2
Oil Orange.....1 1/2
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The Michigan Tradesman

P. of I.—Pigs on Ice.
Each day we're told of a truth new birth.
Of grand ideas for blessing the earth;
But money will buy the money's worth.
In spite of the theorist's school.
No strong demand ever calls in vain.
But sure supply shall follow its train.
Whether 'tis wheat, pig iron or brain.
Or buyers and sellers of fools.

The last new birth of a strange device.
To save the world from the market price.
And guard frail man from his ruling vice.
Is the P. of I., or the pigs on ice.
Oh, hear them! kate and squeal.
But the skating pig soon ends his raid.
Great fortunes never in haste were made.
The farmer is safe who sticks to his spade.
And sells the merchant who hangs to his trade.
Good money's worth is real.

And the world will so at its wonted pace.
Holding its own in the solar space.
Never changing a single trace.
Sweeping on with the human race.
In spite of its songs and votes.
The best man still shall win the prize.
And hold his own in the earth and skies.
Fools shall fall and wise men rise.
In spite of Old Nick and the P. of I.
So, boys, keep on your coats.

Good Reasons Why the P. of I. Cannot Last.

From The Ecocla Outline.

We inserted last week an article by a member of the P. of I., which was an effort to answer an editorial which had appeared in a former issue of this journal. To our mind, the objections to the P. of I. system remain unanswered by any practical argument. "Patron" does not seem to have been initiated into the same kind of a lodge that the pamphlet, loaned to us, set forth, and leads us to infer that he is quite free to be "pink-eye," or "black-eye," as his personal interest may dictate. He is honest enough to admit many of the points we made, but takes refuge in a plea that they propose to "meddle" a little as a sort of experiment. We will leave the case as it is, satisfied so far as our side of the argument is concerned; and will bring one or two new points to view: The real cause for the seeming excess of the retail price of any article over the apparent cost of labor, invested capital, handling and transportation, is a point that is not always properly considered, besides the risks that are encountered in all kinds of business and occupations. The farmer does not ask a dollar per bushel for wheat, supposing it to cost so much to raise it; but he asks it because it is a part of his risk of investment—he buys a farm with his capital, clears it, puts fences, buildings, orchards, etc., on it, plants, sows and reaps, running his chances to make a living, and must sell at as high figures as supply and demand will allow, so that his profits will average, laying by enough in the favorable year to offset the lack of an unfavorable year. The mechanic does not want a dollar or more per day for his work because of actual expenses to that amount, but he must provide for risks and contingencies, for time spent in learning trade, and an occasional "rainy day." The merchant does not price a piece of goods at a dollar from a supposition that it cost a dollar, but his profit must be sufficiently high to allow margin for dull times, interest on capital, dead stock, etc. The professional man, also, has to charge at rates that will cover cost of education and equipment. The capitalist, too, is expecting to run his share of chances. The commonest laborer should not be compelled to set his wages at 10 per cent. over his current expenses, but he should have something to put into the savings bank. This is the rule of action which is interfered with by the proposed "meddling" of "Patron" and his associates. Whenever one or more of the industrial classes combine to fix low and unprofitable prices for the others, while insisting on the highest and best for themselves, there is a clear case of unjust and arbitrary exercise of power. Another point we wish to make is this: The farmers of the P. of I. order do not set an example of giving way on any market-quoted prices of their line of products an iota; if they think the whole competitive system of trade gives too high profits, why don't they show some way out of it? A lowering of farm produce—even 10 per cent.—would be a great thing (in the way of a surprise) and we have no doubt it would meet with a 10 per cent. response from the other side. It is not likely that the movement will be checked much, at present, however; a sort of tidal wave of its kind has been started of glib and irresponsible lecturers, and they are gathering funds enough to keep up their journey; three successive poor seasons have made the average farmer discouraged, paying the way for the silver-tongued orator. The Bohemian oats Demosthenes has been over the same road; the patent-fence-order-innocent-party-note professor has taught in the same districts; the sunny-faced lightning rod elocutionist has declaimed his electrifying language to the same honest yeomanry. There is a fascination in these new ideas which draws men to test them, and, perhaps, it is all the better to be convinced in that way. We are told by reliable parties that the scheme is rapidly dying out in localities where it has been tested for any length of time, all the contract stores in the places where the order first flourished having long since thrown the P. of I. overboard. The failures are caused partly by a tendency to meddle in the arena of politics, partly by storekeepers breaking contracts, and partly by disappointed hopes and ambition.

The Brains Didn't Count.
Jiggs—I hear that you have started in business with Boggs.
Biggs—Yes. We are equal partners—he puts in the money and I put in the experience and brains.
Jiggs—You put in the experience and brains?
Biggs—Yes.
Jiggs—And you are equal partners?
Biggs—Yes.
Jiggs—What an immense amount of experience you must have had, Biggs.

Knew a Good Thing.
Mr. Buyer—Those shoes that I got for my little boy, just a week ago to-night, are worn out.
Mr. Shoeman—Well?
Mr. Buyer—I want another pair just like 'em. Never knew boys' shoes to wear so long in my life.

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.

Putnam Candy Co.,
Packers of the well known brand of **P & B OYSTERS**

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.

TRY THE **CHICAGO WEEKLY HERALD** THIS YEAR.
All the NEWS—FINE ILLUSTRATIONS
Good STORIES—FULL MARKET REPORTS—ABLE EDITORIALS.
A Complete Family Newspaper and the leading Democratic Weekly of the Northwest.
8 PAGES 1 YEAR \$1.00
Send for Sample Copy.
James W. Scott, Publisher
Chicago, Ill.

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.



No. 4 Monroe Street, GRAND RAPIDS, MICH.

Putnam Candy Co.,
HEADQUARTERS FOR
FLORIDA ORANGES, LEMONS, NUTS, ETC.

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.

Tin Toys for the Holidays

H. LEONARD & SONS., Grand Rapids, Mich.

ASSORTED PACKAGE NO. 110, TIN TOYS.
The prices on this assortment of staple tin toys are lower this season than ever before, and is most carefully selected from the best sellers of the entire holiday line. The net price—only \$14—for the assortment allowing a clear profit of seventy-five per cent.
TO THE RETAILER—This advertisement appears but once. Cut out and send order at once. Holiday bills due Jan. 1.

OUR ASSORTMENT		Wholesale.		Retail.	
1	Dox. 37	Assorted Tin Animals.....	42-42	5-60	
1	" 1	Trotting Horses.....	42-42	5-60	
1	" 2	Animals on Wheels.....	75-75	10-130	
1	" 3	Steamboats.....	2-00	25-100	
1	" 134	Horses and Carts.....	70-70	10-130	
1	" 242	City Cars.....	80-80	10-130	
1	" 137	Wagons.....	1-25	20-130	
1	" 138B	".....	2-25	25-130	
1	" 224B	Tin Flutes.....	35-35	5-60	
1	" 508-1	Picture Wagons.....	4-00	50-110	
1	" 508-1	Trains of Cars Complete.....	9-00	1-25-125	
1	" 400-5	".....	5-50	45-75	
1	" 400-4	".....	4-25	60-120	
1	" 3	Kitchen Sets.....	4-50	50-100	
1	" 4	Toy Kitchens.....	3-75	50-200	
1	" 25	".....	1-75	25-50	
1	" 8	".....	75-37	10-60	
1	" 9	".....	42-21	5-31	
1	" 170	Stoves and Furniture.....	75-75	10-130	
1	" 500	Mechanical Locomotives.....	4-75	65-130	
			\$14.00	\$24.00	

SEND FOR ILLUSTRATED CATALOGUES, AS FOLLOWS:
No. 98—Woodenware, Tinware, Etc.
No. 99—Glassware and Crockery.
No. 100—Holiday Goods.
No. 101—Lamps and Lamp Goods.
No. 102—Silver Plated Ware.

H. Leonard & Sons.

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.

HESTER & FOX,
Manufacturers' Agents for
SAW AND CRIST MILL MACHINERY
Send for Catalogue and Prices.
ATLAS ENGINE WORKS
INDIANAPOLIS, IND., U. S. A.
MANUFACTURERS OF
STEAM ENGINES & BOILERS.
Garry 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.



Putnam Candy Co.,

13, 15 AND 17 SOUTH IONIA ST.

Ionian 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.

The Belknap Wagon and Sleigh Co.,

Grand Rapids, Mich.

MANUFACTURERS AND JOBBERS IN

Road Logging Delivery Pleasure **SLEIGHS.**

SEND FOR CATALOGUE.



SHAFTING, HANGERS, AND PULLEYS A SPECIALTY.
FIRST-CLASS IN EVERY RESPECT.
Send Specifications for Estimates before Contracting.
THE LANE & BODLEY CO.
2 to 43 JOHN ST., CINCINNATI, O.

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, PHENIX, ROYAL BAR, MASCOTTE, CZAR, AND OTHERS. 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.

NEW MOLASSES!

We have received large shipments of molasses, direct from the planters in Louisiana, which we are offering to the trade at our usual low prices.

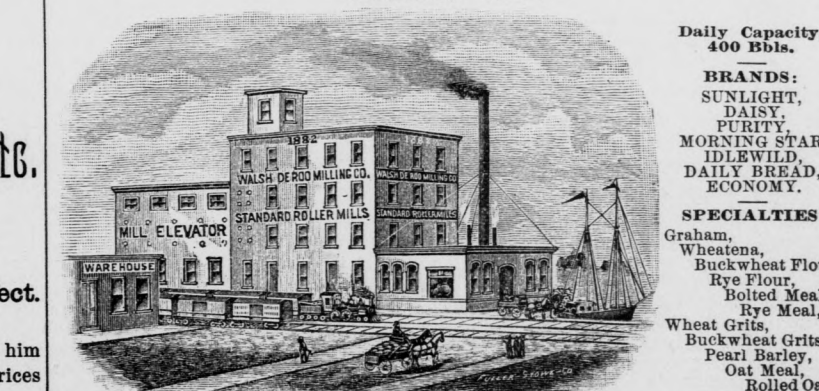
Telfer Spice Company,
IMPORTERS OF TEAS, COFFEES AND SPICES.
1 AND 3 PEARL STREET.

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.

THE WALSH-DE ROO MILLING CO.,
HOLLAND, MICH.



Correspondence Solicited.

Daily Capacity, 400 Bbls.
BRANDS:
SUNLIGHT, DAISY, PURITY, MORNING STAR, IDLEWILD, DAILY BREAD, ECONOMY.
SPECIALTIES:
Graham, Wheatena, Buckwheat Flour, Rye Flour, Boiled Meal, Rye Meal, Wheat Grits, Buckwheat Grits, Pearl Barley, Oat Meal, Rolled Oats.