

ASSOCIATION DEPARTMENT.

Michigan Business Men's Association. President—C. L. Whitney, Muskegon. Vice-President—C. T. Bridgman, Flint. Treasurer—E. A. Stowe, Grand Rapids.

Good Words Unsolicited. J. H. McMurtrie & Son, druggists, Three Rivers: "We enjoy very much its interesting trade notes and punctual price changes."

P. of I. Gossip. D. Lebar has signed with the P. of I. at Laingsburg. The P. of I. have placed a boycott on Tustin and Leroy for sixty days.

No. 1—Traverse City B. M. A. President, J. W. Milliken; Secretary, E. W. Hastings. No. 2—Lowell B. M. A. President, N. B. Plain; Secretary, Frank T. King.

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.

Purely Personal. C. C. Philbrick has gone to New York on a pleasure trip. Brokers Freeman and Hastings are down with la grippe.

No. 13—Sherman B. M. A. President, H. B. Sturtevant; Secretary, W. J. Austin. No. 14—No. Muskegon B. M. A. President, S. A. Howey; Secretary, G. C. Havens.

Frank Potter, formerly with the drug firm of Garrod & Messenger, at Allegan, is now behind the prescription case of the successor of the late firm, W. J. Garrod.

Geo. A. McHenry, formerly engaged in the drug business at Chippewa Lake, has arranged to embark in the same business at Gulf Port, Miss., near which place he has pre-empted 160 acres of land.

No. 23—Grand Lodge B. M. A. President, A. B. Schumacher; Secretary, W. E. Clarke. No. 24—Morley B. M. A. President, J. E. Thurko; Secretary, W. H. Richmond.

Like nearly all such organizations, they seem to abound in faith, but their works are not so apparent. Their plans work much better in theory than in practice."

Geo. B. Caldwell, confidential clerk for Tucker, Hoops & Co., left last evening for Dayton, Ohio, to attend the annual meeting of the Union Association of Lumber Dealers.

No. 33—Covington B. M. A. President, W. G. Barnes; Secretary, J. B. Watson. No. 34—Charlevoix B. M. A. President, L. D. Bartholomew; Secretary, E. W. Kane.

One of the most amusing scenes connected with the P. of I. movement is to note how quickly the Patrons drop a contract dealer who manages to insert in the contract a clause to the effect that the concession is not to be granted to any one who already owes him a book account.

Trade Committee, P. of I.—Is Mr. Steketee in? Clerk—Yes; would you like to see him? Committee—Yes; we want to make a contract with him.

No. 43—Tustin B. M. A. President, Frank J. Lulek; Secretary, J. A. Lindstrom. No. 44—Kend City B. M. A. President, E. B. Bellows; Secretary, M. E. Smith.

Scene—Spring & Company's store, five minutes later. Committee—We've come to see you, Mr. Spring, about contracting to sell the P. of I. Steketee is crazy to take our trade, but we've come to see you first.

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No. 53—Fennville B. M. A. President, P. S. Bennett; Secretary, J. E. Capen. No. 54—Douglas B. M. A. President, Thomas B. Ditcher; Secretary, C. W. Walker.

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we also believe this to be the object of such organizations as the P. of I., but, in many instances, they are controlled by the vicious class of their members, whose sole object seems to be to injure somebody, even though they destroy themselves in the endeavor."

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Dry Goods. Prices Current.

Table listing various dry goods items and their prices, including unbleached cottons, bleached cottons, and various fabrics.

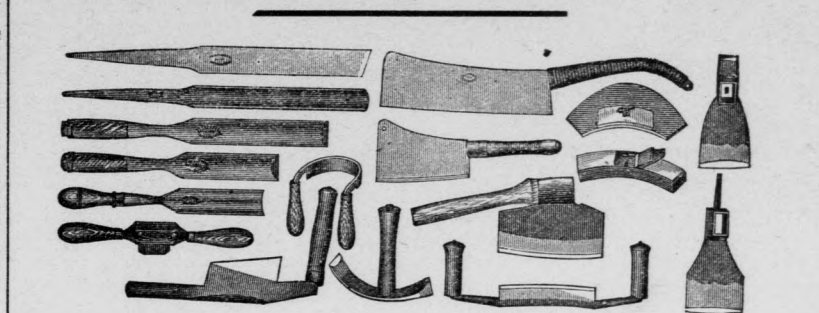
Table listing various dry goods items and their prices, including bleached cottons, bleached cotton flannel, and various fabrics.

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COOPER TOOLS



We endeavor to carry a full assortment.

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

HARDWARE. Prices Current.

Large table listing various hardware items and their prices, including nails, bolts, screws, and other metal goods.

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

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

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, JANUARY 22, 1890.

AN INSPECTOR NEEDED.

The American Analyst, published at New York, contains the following:

On the first day of this year the sale in this State of bogus vinegar as cider vinegar became a punishable offense, the law having been passed by the last Legislature at the instance of reputable vinegar dealers who had suffered from competition with men who sold doctored acids as genuine vinegar.

The Michigan Legislature, at its last session, also passed a stringent vinegar law, prohibiting the use of the brands "cider" or "fruit" vinegar, unless fruit or fruit juices were used in their manufacture.

The same is true of all laws of a similar character which have emanated from the Legislature. No one undertakes to live up to the law, because there is no one to prosecute violators of the enactment.

This subject appears to have been discussed at some length at the annual meeting of the Fruit Manufacturers' Association, which was held at Benton Harbor last week.

I saw a single shipment of glucose jelly from a Detroit concern of 4,000 gallons to one wholesale house labeled "Pure Fruit Jelly," and sold as such, when there was probably not 100 pounds of pure fruit in the whole lot.

True as the above charge probably is, the cities do not turn out all the unwholesome food. The fruit manufacturers themselves are not faultless in the matter, as a circumstance known to THE TRADESMAN bears sufficient evidence.

Few people desire to see the present reign of sophistication and adulteration continue. The majority prefer pure food and are entitled to get what they pay for.

"THE TRADESMAN" AND THE P. OF I. Because THE TRADESMAN has taken issue with the P. of I. movement, it is frequently asserted by P. of I. organizers and sympathizers that it opposes organization among the farmers.

It opposes the P. of I. because the men who originated the movement are masquerading under false colors—pretending to be in sympathy with the farmer, when they are not; because the organizers are, in the main, dishonest and irresponsible men; because the members are, in a majority of cases, completely carried away by the false doctrine and intrigue into schemes which men of good judgment reject as impracticable and detrimental to all concerned.

Such, in brief, are the reasons why THE TRADESMAN opposes the P. of I. Experience has demonstrated that instead of being a benefit to the farmer, it is a positive detriment. If the damage stopped there, it would be bad enough, but it does not.

There never was a better time for the Business Men's Associations of the State to show their hands than at present. Business is quiet in most branches and one evening a week could profitably be given to discussions of existing questions, such as the best methods of curtailing the credit system, and ways and means to augment the manufacturing interests of the town.

Manistee—During December there were only 38,700 barrels of salt packed at the various blocks at Manistee, but as the present open weather has allowed the boats to take out some of the barreled product from all the producers, there will probably be more sent out in January.

Cadillac—About two years ago C. K. Russell, of this city, loaned O. A. Clark \$250, taking security on his shingle mill near Lake City. The mill is in Caldwell township, near the line of Lake, and through a misunderstanding the mortgage was filed with the clerk of the latter township.

CHUNKS. Chopped off for "The Tradesman" by Geo. L. Thurston. I'll tell you, my friend, If you'd like a straight tippe, That no man nowadays Is regarded as tilppe, Who hasn't at least Had a touch of La Grippe.

Professor—Name some of the most noted Irishmen of to-day. Student—Muldoon, Moriarty, Dennis, Gallagher and McGinty.

No matter who, or, as the old maid said, "O, Lord! anybody," can belong to the Knights of the Grippe now.

A Foolish Boycott. From the Philadelphia Cash Grocer. The traveling salesman has fallen under the ban of the Farmers' Alliance, a Southern organization. The Alliance states that it has discovered from statistics that the "drummers" of the country are paid salaries aggregating \$1,500,000,000, all of which comes out of the pockets of the householder, who are compelled to pay that much more for their goods.

Dead stock—Coffin trimmings. THE SAME OLD GAG. Their chairs were quite close to each other. So close, in fact, that a sheet of paper which chanced to be strolling about the room became wedged between them in trying to pass through.

Niagara Falls in Art. The Michigan Central, "The Niagara Falls Route," has published a remarkably fine reproduction of Graham's watercolor of Niagara Falls. A limited number will be furnished the public at fifty cents each, which is much less than their commercial or artistic value, but not more than two copies will be sent to any one address.

Bay City—C. H. Plummer is putting in a stock for his mill at Ogemaw Springs, about 5,000,000 feet, which will exhaust his timber in that locality. He is arranging his business for the year, and expects to go South shortly to look after his timber and railroad interests in Arkansas and Louisiana.

Business on a Cash Basis. From the Chicago Herald. There was a time in the history of the country when the credit system was almost an absolute necessity. Farmers who did not have wool to sell received little or no money, except when they disposed of their crops and fat stock in the fall.

Parties ordering Fillers have to buy one Case with every 10 sets of Fillers, making 10 sets with Case \$1.25 (10 Fillers and 8 Dividing Boards constitute a standard set). Strangers to us will please remit money with their orders or give good reference.

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

"BIG F" Brand of Oysters. Sole Agents for the Celebrated "BIG F" Brand of Oysters.

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

A. E. BROOKS & CO., WHOLESALE MANUFACTURERS OF Pure Candies. The Only House in the State which Puts Goods Up NET WEIGHT.

Liability of Patent Medicine Manufacturers. A person named Cooper, who resides in Atlanta, Ga., brought suit, some time ago, against a patent medicine concern for damages.

Who Can Best be Spared? From the Medical Record. Young men, this is the first question your employers ask themselves when business becomes slack, and when it is thought necessary to economize in the matter of salaries.

Warning to Potato Shippers. From the Hart Journal. E. S. Houghtaling lined one end of a car of potatoes which he shipped to New York with tarred paper.

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

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

EGG CASES & FILLERS. Having taken the agency for Western and Northern Michigan for the LIMA EGG CASES and FILLERS, we are prepared to offer same to the trade in any quantity.

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

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Our Leader Cigars, Our Leader Smoking, Our Leader Fine Cut, Our Leader Baking Powder, Our Leader Saleratus, Our Leader Brooms.

WHICH ARE NOW LEADERS IN FACT In hundreds of stores throughout the State. If you are not handling these goods, send in sample order for the full line and see how your trade in these goods will increase.

I. M. CLARK & SON.

MICH. COMMERCIAL TRAVELERS' ASSOCIATION.



President—E. H. McCurdy, Detroit. Secretary—M. J. Matthews, Detroit.

Editor Michigan Tradesman: At an adjourned meeting of the Board of Trustees of the M. C. T. A., held January 11, the death of John H. Riggs, a member of the Association, was announced, and a warrant was ordered drawn on the reserve fund in favor of his beneficiaries for the sum of \$2,500, when the proofs of death are presented and approved.

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I. M. CLARK & SON.

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.

P. STEKETEE & SONS, Wholesale Dry Goods.



Our new line of fancy prints are all in stock for coming season. Allen's, Hamilton, Washington, Indigo, Merrimac, Simpson's, Garner's, plain and satine styles. Also our new imported fine Satines in new colors and patterns.

We Import All Our Fancy Buttons and Laces.

83 Monroe and 10, 12, 14, 16 & 18 Fountain Sts., GRAND RAPIDS.

Lemon & Peters, WHOLESALE GROCERS.

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

"Our Leader" Goods.

Having stood the test of time and the battle of competition and come off victorious, we have no hesitation in recommending to the trade our line of Our Leader Cigars, Our Leader Smoking, Our Leader Fine Cut, Our Leader Baking Powder, Our Leader Saleratus, Our Leader Brooms.

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GROCERIES.

Gripsack Brigade. Leo A. Caro is out again, after a week's wrestling with la grippe.

C. J. Van Halteren, formerly city salesman for A. S. Davis, is now in the employ of the Giant Clothing Co.

A. D. Baker started out on the war-path again Monday, having enjoyed a four weeks' respite from the road.

C. H. Bayley will no longer cover the northern trade of I. M. Clark & Son, the two having parted company on Monday.

Frank Davis, of Lansing, well known in every portion of Michigan as a safe salesman, died at Nashville, Tenn., last Monday.

C. W. Black has severed his connection with Sprague, Warner & Co. and gone on the road for McLaughlin & Co., of Chicago.

Chas. W. Leggett, for the past thirteen years on the road for Franklin MacVeagh & Co., of Chicago, has retired to his fruit farm in Allegan county.

Geo. F. Owen is flat on his back with a combination attack of la grippe and intermittent fever. He hopes to get up again by the end of the week.

Those wishing invitations to the traveling men's ball, either for themselves or friends, should communicate with Geo. F. Owen, 121 Jefferson avenue.

Ed. Erick and Jerry Wolman have recovered from la grippe, and Jos. N. Bradford is enjoying a severe attack of that highly fashionable malady.

W. B. Carey, formerly with Leahy & Hardy, at Muskegon, has engaged to travel for Strong, Lee & Co., of Detroit. He will continue to reside at Muskegon.

L. M. Mills came home sick last Thursday, being threatened with pneumonia, and will stay indoors until to-morrow. His travel is being visited in the meantime by J. H. Hagy.

J. J. Hann, for the past five years book-keeper for M. H. Treusch & Bro., has gone on the road for that house, taking the towns south of Grand Rapids as his territory.

Geo. B. Peck, who recently changed from N. K. Fairbanks & Co. to Daniel Scotten & Co., was so fortunate as to win \$2,500 in a recent drawing of the Louisiana lottery.

Wm. Connor, the pugacious clothing salesman, has challenged a Bay City P. of I. to a public debate. If the Patron is so foolish as to accept the challenge, he will think John Bull himself is after him.

Albert C. Antrim left Monday for New York, starting out on his eleventh year for the Alabastine Co. If he manages to evade an attack of la grippe, he will probably spend about three months on the Atlantic coast.

The sixth annual social party of the Grand Rapids traveling men will be held on Friday evening, February 7—not February 11, as stated last week. Arrangements have been made with Warren Sweetland to serve a collation in Elk's hall, directly under Armory hall, for 75 cents per plate.

The TRADESMAN is in receipt of a letter from Pentwater—wonder if that fun-loving banker knows anything about it?—warning Steve Sears that if he persists in any more practical jokes, he will be put through a course of sprouts by the White Caps. Mr. Sears would do well to profit by this timely notice.

E. K. Bennett, formerly with N. G. Levinson & Co., of Chicago, has engaged to travel for C. F. Happle & Co., wholesale jewelers of the same place. His territory will include all the large towns of Michigan, Iowa and Minnesota. He is now in Chicago, getting his sample trunks in shape to invade this State about February 1.

more nor sell what he held. In the meantime the new Union National Bank was formed, composed, in the main, of the interests in the Merchants' in opposition to Mr. Torrent; the Merchants' was moved out of a desirable location, giving way to the Union National, which is now flourishing at the old stand; the Cashier of the Merchants' resigned and was elected to the same position in the new Union, which practically succeeded the Merchants'. At the annual election of the Merchants', Mr. Torrent voted his majority stock and elected directors and officers who are in harmony with him, but when the Bank was turned over to the new regime and an inspection of the cash box was made, it was discovered that the Bank itself was the principal stockholder, beside Mr. Torrent. The other stockholders becoming indebted to the bank, for the purpose accomplished, did not pay their maturing paper in cash, but surrendered their stock in cancellation of the securities, and in this way got their money out of the concern.

Wool, Hides, Pelts and Furs. Wool remain firm in price, with a good demand for combing grades, and with numerous enquiries by letter. Prices for fine and inferior grades are no higher. Stocks in dealers' hands are ample, but not so at the mills, and there are no foreign bought wools to come forward. Again, manufacturers are not getting the advance asked for cloths, except on worsteds, which are kept out by the new ruling of duties assessed.

Hides are plenty and prices are so much lower than ever before known that the oldest heads are surprised. Yet they do not attempt to buy ahead, as the hides are at their poorest, and there is no outlook ahead to stimulate crowding prices or packing away. Tanners buy freely, as the margin of loss must be small, at best, with a chance to gain in their favor. Leather is equally low, and in good demand. The low prices are stimulating an export trade.

Furs are dead, or so sick, as compared with the opening prices, that dealers think la grippe has them. There is no home demand, with the largest offerings ever known at the coming London sales. The increase in offerings is shown by the following comparative statement:

Table with 4 columns: Fur Name, This Year, Last Year, and Price. Includes Muskrat, Mink, Opossum, Skunk, Raccoon, Gray Fox, Badger, etc.

Cat, lynx, marten and bear are a few less. All this is in exclusion of the Hudson Bay Co.'s goods. There is an enormous offering of Australia opossum, wallaby, wombat and kangaroo, in addition. This immense offering, after a mild winter, extending over the whole country, makes dealers tremble and wonder what portion of their money they will get back.

Scene in a Store in Blankville. P. of I. Trade Committee—We have come to see you, Mr. Merchant, about making a contract with us to sell goods at 10 per cent.

Merchant—I'll contract with you if you'll make it strong enough. [The committee then retire to prepare the contract, returning a half hour later with a paper, which they hand to the merchant.]

Merchant—What's this? Committee—Our contract, to be sure. Merchant—I don't see anything about this which looks like a contract. It appears to be an agreement for me to sell you goods at 10 per cent. above cost and permit you to trade wherever you please.

Committee—Oh, we'll give you all our trade. Merchant—Let's put it in black and white, then. I'll execute a \$500 bond, with two sureties, to carry out my agreement to the letter, and you do the same. Committee—No, we don't give bonds. That's contrary to the spirit of our organization.

MICHIGAN KNIGHTS OF THE GRIP. President, L. M. Mills, Grand Rapids. Secretary, Jno. J. Bush, Lansing.

REPORT FROM THE SECRETARY. LANSING, Jan. 17, 1890. Editor Michigan Tradesman: I enclose you herewith a complete list of Michigan hotels granting concessions to the members of the Michigan K. of G. Will you please publish same in your next issue of THE TRADESMAN?

Everything is progressing in a very satisfactory manner. Our membership now numbers over 1,000 "brave and valiant" Knights. I shall very soon hand you for publication a full and complete list of all officers and the chairmen of all committees. Have been delayed in getting it out, owing to the delay of some in sending in their acceptances as chairmen.

All members who have changed their place of residence since joining the association should send their present address to me at once, as that will exclude the possibility of their not receiving any matter which I may from time to time address to them. Yours truly, Jno. J. Bush, Sec'y.

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

FOR SALE OR EXCHANGE—IN THE BEST TOWN OF... FOR SALE—A GOOD MANUFACTURING... FOR SALE—A GOOD MANUFACTURING... FOR SALE—A GOOD MANUFACTURING...

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Fenton House, Fenton. Lawrence House, Plainwell. Hudson House, Lansing. Dow House, Sand Beach. Anderson House, Eaton Rapids. Palace Hotel, Milan. Stadden's Hotel, Centerville. Albion House, Albion. Commercial House, Homer. Grand Central, Stanton. Kirtland House, Galesburg. Rust House, Farwell. Mansion House, Imlay City. "Aldine," East Saginaw. Barnard House, Lyons. Burt's Hotel, Capac. Resort Hotel, Port Austin.

The Grocery Market. Sugars are firm, on account of a scarcity of refined grades. What little refined sugar is being turned out is sold ahead, refiners holding orders for some grades a week. Coffee is fluctuating nearly every day, but no permanent change has occurred. Canned goods are quiet. Dried lima beans are higher. Hand-picked beans are stronger. Domestic rice is firm; we may look for higher prices. Low grades Japan tea remain firm. Dried fruit very quiet.

FOR SALE, WANTED, ETC. Advertisements will be inserted under this head for two cents a word the first insertion, and one cent for each subsequent insertion. No advertisement taken for less than five cents. Advance payment.

BUSINESS CHANCES. FOR SALE OR EXCHANGE—IN THE BEST TOWN OF... FOR SALE—A GOOD MANUFACTURING... FOR SALE—A GOOD MANUFACTURING...

BUSINESS CHANCES. FOR SALE—A GOOD MANUFACTURING... FOR SALE—A GOOD MANUFACTURING... FOR SALE—A GOOD MANUFACTURING...

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Wholesale Price Current.

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

APPLE BUTTER. E. J. Mason & Co.'s goods, 5. Turkey... 4 1/2... 5. Borden's... 5 1/2... 6. California... 9 1/2... 10.

BAKING POWDER. Absolute, 1/4 lb. cans, 1008... 11 7/8. Eagle Brand... 12 1/2. Telfer's... 15 1/2.

BATH BRICK. English, 2 doz. in case... 80. Bristol... 75. American... 70.

BATH BRICK. No. 2 Huron... 175. No. 1... 200. No. 2 Carpet... 200.

BATH BRICK. No. 1... 200. No. 2... 200. No. 3... 200.

BATH BRICK. No. 1... 200. No. 2... 200. No. 3... 200.

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Drugs & Medicines.

State Board of Pharmacy. One Year—Ottmar Eberbach, Ann Arbor. Two Years—Geo. McDonald, Kalamazoo.

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

Grand Rapids Pharmaceutical Society. President, J. W. Hayward, Secretary, Frank H. Eecott. Grand Rapids Drug Clerks' Association.

Detroit Pharmaceutical Society. President, J. W. Allen; Secretary, W. F. Jackson. Muskegon Drug Clerks' Association.

BORROWING AND BEGGARY VS. BURGLARY.

Written for THE TRADESMAN. I was well pleased with C. M.'s remarks on the chronic borrower, and although I cannot hope to add anything very new and original to his experience,

it, went through life scourged by that want of a dollar. Now, you may be sure that, when a certain class of men persist through life in a course that is equivalent to suicide (worse than suicide, because a morally and mentally sound man would certainly prefer any kind of death to the loss of a friend), who borrow nothing and lend everything (which holds them down to continual want, causing them to continue to do so until their own throats), here is indeed a phenomenon of immensely greater significance than most of us have ever imagined.

It cost me more than \$10,000, I am positive—all dug out of the ground, red dollars—for my "little education," and this mostly taught me by the various kinds of beats. I don't begrudge it at all, but long ago I ceased to blame the dead-beat for my losses, or rather, for the whole, clear profits. Had I known the law and the art of saying "No," in other words, had I not (with many of you "smart business men" for company) been the tool of the worst fool ever known on earth until this century, I had escaped free.

accommodate him has, in the end, far more respect for the one who turned him away empty and made him an enemy than he has for the man who yielded to his importunities and received many thanks for his stupid folly, miscalled benevolence. When doing the righteous deed, and speaking the righteous "No" brings enemies, then let us begin the making of enemies at once and persist in it until all men are foes; for, if we fall back after that first attempt and yield to please men, we shall finally land in despair, and we shall be compelled to rally against them or sink to perdition. Even those who require us to do an unbusiness-like action, and to yield to expeditious in order to pamper the weak-kneed friend-seeker, although made foes by a firm, square and decided "No," respect a firm master, the man who knows them and accords to them simple justice. Such men must have ironclad friends, or they become destroying demons and most cruel to the friends who helped them.

The Check System in Drug Stores. The explanation given in a Monroe street drug store of the system in use there of giving a check when a prescription is received, and taking it back when the phial is handed to the customer, is not a bad one. "You see," was the explanation, "when a man has a prescription filled he wants to feel sure that he gets the right medicine. People stand somewhat in awe of drugs, and have a fear of getting the wrong thing. When they 'check' their prescriptions they seem to feel confident that no mistakes will be made. But, in all seriousness, it saves a great deal of annoyance, and is generally the most satisfactory way of taking care of prescriptions, and of serving our customers." The system of using checks is gradually spreading into every industry and trade.

How the Druggist May Kill His Business. There are more ways than one of the druggist standing in his own light, and we opine that when he loads his counters with five cent packages of different kinds of medicines, which are bound to appeal to that desire to economize which is the motive power of self-medication, he robs himself of the sale of a twenty-five or fifty cent package with its 100 per cent profit, while the five cent package which catches the customer yields him a beggarly profit of two cents. It is "the little foxes that destroy the vines," and the druggist wants to pin his faith to the articles that represent the largest returns, and gives them the place so often occupied by a lot of troublesome and unprofitable goods. There is no question whatever that if every five cent package was banished from the counter of the pharmacist the people would, in a short time, become educated to the use of higher priced remedies, instead of, as is now the case, creating an ever-increasing demand for cheap ones, and finding a sort of "Fool's Paradise" in a cut rate store and a five cent package of cough drops, etc.

Requisites for the Drug Business. "AF I was in der tug peeziness again to staid," said the German apothecary, as the third woman who bought postage stamps passed through the door, "I would first buy me a clock, a directory, and some stamps. Den, perhaps, ven egypting was retty, I would put me in some trugs." The apothecary, who was the reverse of lean, and who looked as if but a small portion of his time was passed in "culling simples," or gazing upon "a beggarly array of empty boxes," voiced a common complaint of his class. For time, for place and for postage, the drug store is the great American exchange. There is no good reason why it should be any more than a meat market, but so it is, and there seems no likelihood of the custom being altered. The druggist makes nothing by the accommodation, and oftentimes the would-be buyer of the government label for his letter is disappointed by finding the dealer is "just out" of stamps.

Finding a Ready Sale. Agent (to druggist)—I have a preparation here, sir, which will be glad to have on hand. I am selling large quantities of it to the trade. Druggist—What is it for? Agent—Touching up postage stamps. A very little applied to the back of a postage stamp creates a feeling of nausea the moment it comes in contact with the tongue, and your customer at once calls for a dose of medicine to allay this stomachic irritation. It makes postage stamps a very profitable line of goods to handle. Druggist—Put me down for a dozen boxes, and I'll try it.

A Good Appointment. Governor Luce has shown his usual good judgment in naming O. Eberbach to succeed himself as a member of the State Board of Pharmacy. Mr. Eberbach is thoroughly qualified, both by education and experience, to discharge the duties incumbent on the position, and his re-appointment is a compliment he cannot fail to appreciate. The Drug Market. Quinine is higher for foreign brands. American brands will probably be advanced soon. Gum opium is very firm. Antipyrin is still out of market. Supplies are expected daily. Gum guaiac has further advanced. Malaga olive oil is advancing. Oil bergamot is higher. Oil copaiba is higher. Paris green has declined. It pays to handle the P & B. cough drops.

Wholesale Price Current.

Table with multiple columns listing various pharmaceutical ingredients and their prices. Includes sections for ACIDUM, RADIX, AMMONIA, ANILINE, BACCAR, BALSAMUM, CORTEX, FLORA, FOLIA, GUMMI, MAGNESIA, OLEUM, POTASSIUM, and MISCELLANEOUS.

S PROUL & MCGURRIN Plumbing. Steam and Hot Water Heating, Brooks' Hand Force Pump, Instantaneous Water Heater, Hot Air Furnaces, Mantels, Grates and Tiling, Gas Fixtures, Etc.

THE BEST Accident Insurance. Is that furnished by the United States Mutual Accident Association.

POLISHINA The Best Furniture Finish in the Market. Specially adapted for Pianos, Organs and Hard Woods.

HAZELTINE & PERKINS DRUG CO., 320-324 Broadway, New York.

LIQUOR & POISON RECORD COMBINED. Best on the Market. E. A. STOWE & BRO., 100 Louis St., GRAND RAPIDS, MICH.

CINSENC ROOT. PECK BROS., Wholesale Druggists, GRAND RAPIDS, MICH.

HAZELTINE & PERKINS DRUG CO. Importers and Jobbers of --- DRUGS --- Chemicals and Druggists' Sundries.

Patent Medicines, Paints, Oils, Varnishes. Sole Agents for the Celebrated Pioneer Prepared Paints. WEATHERLY'S MICHIGAN CATARRH REMEDY.

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

Michigan Fire and Marine Insurance Co. ORGANIZED 1881. CASH CAPITAL \$400,000. CASH ASSETS OVER \$700,000. LOSSES PAID \$500,000. D. Whitney, Jr., President. Eugene Harbeck, Sec'y.

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



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

THE MOST RELIABLE FOOD BAGES' KIDNEY FOOD. For Infants and Invalids. Used everywhere, with unqualified success. It is a simple, natural, and healthful food, suited to the weakest stomachs. Sold by druggists. In cans, 50c and upward. Woolrich & Co. on every label.

