NO. 332.

Gook & Bergthold,

any competitor. Write for catalogue and prices.

106 Kent St., - Grand Rapids, Mich.

Magic Goffee Roaster.

The Best in the World.

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

ROBT. S. WEST. 48-50 Long St., CLEVELAND, OHIO.

Chas. Pettersch,

Imported and Domestic Cheese Swiss and Limburger a Specialty.

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GRAND RAPIDS, MICH.

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Albums, Dressing Cases, Books

Fancy

Holiday

Goods

EATON, LYON & CO., 20 & 22 Monroe St., Grand Rapids

Wm. Brummeler

Tinware, Glassware and Notions Rags, Rubbers and Metals bought at Market Prices. 76 SPRING ST., GRAND RAPIDS, WE CAN UNDERSELL ANY ONE ON TINWARE

Something New

Bill Snort

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

CHARLEVOIX, MICH.

Daniel G. Garnsey, EXPERT ACCOUNTANT

Adjuster of Fire Losses. Twenty Years Experience. References furnished if desired. 34 Fountain St., Grand Rapids, Mich.

Voigt, Herpolsheimer & Co.,

Dry Goods

STAPLE and FANCY.

Overalls, Pants, Etc. OUR OWN MAKE.

A COMPLETE LINE OF

Fancy Grockery and Fancy Woodenware

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and De-

Playing Gards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

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Give Me a Cigar

Allen Durfee & Co.,

FUNERAL DIRECTORS,

103 Ottawa St., Grand Rapids

EDMUND B. DIKEMAN

Watch Maker E Jeweler.

44 CANAL ST.,

Grand Rapids, - Mich

Tested by Time

NOT FOUND WANTING.

THE FAMOUS

MANUFACTURED BY

JACKSON CRACKER CO., Jobbers of Confectionery and Cigars Cheese and Nuts,

JACKSON, MICH.

Cherryman & Bowen, Undertakers and Embalmers

IMMEDIATE ATTENTION GIVEN TO CALLS DAY OR NIGHT.

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GRAND RAPIDS. Lady assistant when desired.

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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
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J. U. Lean,
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Sec'y and Treas.

Learn Bookkeeping, Shorthand, Etc.,

Grand Ropids Business College

Corner Ottawa and Pearl Streets.

FIT FOR A Gentleman's

All goods bearing the name of. Thurber, Whyland & Co. or Alexis Godillot, Jr.

TABLE:

E. W. HALL PLATING WORKS, Brass and Iron Polishing Nickle and Silver Plating

REMUS ROLLER MILLS. Remus, Mich., Jan. 20, 1890. Martin's Middlings Purifier Co., Grand Rapids,

Gentlemen—The roller mill put in by you last August has run from twelve to fifteen hours every day since it started and is giving entire satisfaction. Your Purifier and Flour Dresser are landies. I have used nearly all the best

purifiers and bolting machines made, and can say yours discounts them all. Any miller who intends making any change in his mill will save money to use your machines, for They Can Do the

D. L. GARLING.

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.



MY SARAH.

Written for THE TRADESMAN.

The golden lilies, tall and trimmed, With dewy diamonds studded, Astors white and violet rimmed. Dahlias bloomed and budded— Each and all are handsome, very, But none rival thee, my Sarah.

The graceful swimming of the swan Through limpid, crystal water, Coursing here, gliding on, Gay aquatic daughter-Grace nor beauty hath she, nary,

To compare with thee, my Sarah.

The fairest ladies I have wooed. Sweet, rosy, modest, charming Seen them in their happy moods, Diffidence disarming;

Each, in turn, I thought a fairy, But none compared with thee, my Sarah But, Sarah, you have been romancing, To lovers silly taffy giving;

While you are riding, flirting, dancing— You have just three husbands living; Four times a mother you are, Sarah,

Grass widow, heartless mercenary.
M. J. Wrisley. They felt happy and careless, and the future opened large and radiant before them. After some debate, they decided WILD OATS. to go ashore and take a look at the town, and a sailor was found who promised to fetch them back in a boat whenever they They met every evening in the birch grove above her father's farm. There should signal to him from the wharf. With a buoyancy which sought vent they sat under the drooping trees whis-pering together, though there was no one in sudden outbursts of song and gayly extravagant speech, they skipped along the deck, descended the ladders and took their seats in the stern of the boat. It but the birds who could hear them. Whenever a breeze stirred the leaves, a delicious shudder ran through him, while she was really frightened. He had been was wonderful how large the world was! There was elbow room for everybody, reading "Ivanhoe" and was thirsting for adventures in love and war, and as there was no war conveniently at hand, his heroism could find vent only in love. It encouraging air—looked so fresh and was very romantic, too, he thought, to love a maiden of lowly birth, and therefore, when one day he saw a pretty little dimpled peasant girl at church, he made eves at her and the quick block made. eyes at her and the quick blush which spread over her neck and face made her that the pavements in the streets were made of silver. Gerda had it on the very look doubly beautiful. The same night best authority that that was not true he watched his chance to escape from his father's company, and while the sun he watched his chance to escape from his father's company, and while the sun hung large and red like a ball of fire over the western mountain range, he ran as fast as his feet would carry him toward the birch glen which overlooked Lars Tronnem's farm. How it chanced that Gerda, too, was abroad that night I do Gerda, too, was abroad that night I do not know, but probably she had been up to milk the cows in the home pasture. was sure; and she, well she would have a long gold chain about her neck, fastened at the waist so as to look as if she had a gold watch. But as they would her, something sweet, fragrant and pastoral, which reminded him of the idyls of Theocritus. Then there was in her eyes something dumbly appealing which touched him indescribably. "I know you will not do me any harm" each of those innocent glances seemed to say. They reminded him in some indefinable way of the eyes of the kine, and they gave him an idea of what Homer meant when he called Hera heifer-eyed. In fact, he was always reminded of somethings, and that was what made this kind of courtship so There was a faint odor of cattle about

always reminded of something, and that had he gained his footing when Lars was what made this kind of courtship so much more interesting than a conventional drawing room flirtation. He was only eighteen years old and had just entered college, but he spent the summer the damped the spent the summer at home on his father's estate. The old a sensation of shooting with a furious speed, through a luminous wold but but he was the bearer of a great name which imposed a considerable amount of dignity and style upon its possessor. He strained every nerve to enable his sons to make an appearance worthy of the family traditions, but he exacted of them in return respect and strict obedience.

There was an old-fashioned stiffness in felt such a calm header and the populous world. He had never felt such a calm hefore, and the thought

the sea he knew exactly what every com-

Half of that dollar was spent in buying a map of the city, which he studied during the greater part of the night. There is a good and a bad way of doing even the simplest thing, he reasoned, and after the sharp experience he had had of ad-

a good American.

There are two distinct species of immigrants—one to whom America is but a rich pasture inhabited by a nation of thrifty barbarians, who are sadly in need They met a crowd which had gathered of the enlightened guidance of their European cousins, and another to whom she is, with all her imperfections, a land of noble endeavers and brone courses are town which had gathered about the gate of Castle Garden to see of noble endeavors and brave experiments in humanity's behalf, the standard bearer of freedom who marches fearlessly in the vanguard of the age. ing the crowd back so as to open a pas-The former class fight with might and rization which they feel, in spite of all their opposition, to be going on within them, and only succeed in wasting much of their energy, which might have been consciously applied to the national proof their energy, which might have been consciously applied to the national progress. The latter class join with hearty good will and undismayed by failures, in the political and industrial labor of their adopted country, and they lose, to a great extent, their feeling for their old fatherland, and would, if their names and and would, if their names and land, and would, if their names and

at home on his father's estate. The old gentleman was not rich by any means, but he was the bearer of a great name which imposed a considerable amount of which imposed a considerable amount of dignity and style upon its possessor. He strained every nerve to enable his sons to make an appearance worthy of the family traditions, but he exacted of them in return respect and strict obedience. There was an old-fashioned stiffness in his demeanor which admitted no one to terms of equality. Even Albert, who being the eldest was also his favorite son, rarely saw him relax from his stately attitude, and having in the city been accustomed to livelier society he began to find his vacations wearisome—that is, previous to the incident which I have just related.

When he woke up he found himself in his happiness, by re-attaching to himself and household of his own on a liberal scale. There was among his acquaints and the populous world. He had never felt such a calm before, and the thought shot dimly through him that he must be dead.

When he woke up he found himself in his beeth on board the Childe Harold, was finally announced, and rumors of an household of his own on a liberal scale. There was among his acquaints cale. There was among his acquaints and the populous world. He had never felt such a calm before, and the thought shot dimly through him that he must be dead.

When he woke up he found himself in his beeth on board the Childe Harold, was a mystery to every one that he did not know. Then a great calm came which would warrant him in establishing a household of his own on a liberal scale. There was among his acquaints and the populous world. He had never felt such a calm before, and the thought shot dimly through him that he must be dead.

When he woke up he found himself in his happiness, by re-attaching to him he house does not ever was also met about was a scriking and household of his own on a liberal scale. There was about was allow world. He had never felt such a calm before, and the thought shot was a spirations for the last five years, and as she obviously favored his suit, it was just at that moment that a blonde-haired was an obviously favored his suit, it

Apples,

Potatoes,
Onions.

FOR PRICES, WHTE TO
BARNETT BROS., Wherein the content of the conten

went that she was bound for America. That was a hint from Providence—an easy way out of all perplexities. He sold as secretly as he could all he had to dispose of, and scraped enough together to pay the passage for two. He spent two days in anxiously watching through two days in anxiously watching through two days in anxiously watching through the secret mental forms and scraped enough together two days in anxiously watching through the secret mental forms and scraped enough together two days in anxiously watching through the secret mental forms and scraped enough together two days in anxiously watching through the secret mental forms and scraped for divorce, of which she had no doubt availed herself. It was two days in anxiously watching through an opera glass the movements on board the barque, and being born and bred by situation."

before you reject me, you will—well, you her ground for divorce, of which she had no doubt availed herself. It was with such arguments that he tried to south his troubled conscience, but out of The strange man, who had listened sooth his troubled conscience, but out of mand meant. It was toward night on the second day that the breeze sprung up a moment looking searchingly at him; stoudied conscience, but out of the depth of his soul came ever an actual terrible, like a brisk and the doleful wails of the sailors amounced that they were raising the announced that they were raising the anchor. Then the runaway lovers stole out in a boat together, he rowing, she ceived a hundred times, but I would than dimples and innocence; but a tender of the runaway lovers when the runaway lovers stole out in a boat together, he rowing, she ceived a hundred times, but I would than dimples and innocence; but a tender of the runaway lovers when love imposed upon once more than der memory she always remained, and as whisper in the dark. He did not love out in a boat together, ne rowing, sne lying flat in the bottom hidden under a tarpaulin, and thus, in spite of the clear twilight, they reached the Englishman without attracting notice. Half an hour letter they were tasking out of the ford but as yet Lean really do nothing as well with the reached the ford but as yet Lean really do nothing as well with the reached the large with the reached the large without attracting notice. Half an hour letter they were tasking out of the ford

the sea voyage for his health, and by him they were on the following day pronounced man and wife. Nearly a week elapsed before they reached Southampton, where they put in for a fresh cargo.

They felt happy and careless, and the future opened in the sea voyage for his health, and by him they were on the following day pronounced man and wife. Nearly a week elapsed before they reached Southampton, where they put in for a fresh cargo.

They felt happy and careless, and the future opened in the sea voyage for his health, and by him they are so that is bad; and yet your reply shows a degree of judgment which few have gained at your age. I suppose, at all events, you can run errands?"

"You may try me."

"You may try me."

"You may try me."

"Your well, then: here is a life of the proposition that he was the offender and she the one he had wronged.

With the weapons of the law. With all his sophistry, he never yet got beyond the proposition that he was the offender and she the one he had wronged.

With these lugubrious reflections, Albert beguined his leisure until his wed. and get yourself something to eat; then present yourself at this office to-morrow morning at eight."

Half of the 1."

It was on a Sunday forenoon in May, about a month after the wedding, that Mr. and Mrs. Westerholm took a notion to drive down to the Battery to look at the immigrants who, according to the versity, he was determined to improve even the slenderest chance to its utmost capacity. He was no longer ashamed to labor. A month of misery had made him to see what her husband's countrymen to see what her husband's countrymen to see what her husband's countrymen. looked like "in the rough," and as a steamboat had arrived direct from Norway the night before, she would have

steamboat soot, in all sorts of queer cos tumes, bent under the weight of their heavy bundles. The police were push-

sage for the weary European pilgrims. "Ah, these are your compatriots, Bert,

ciates, there were few who were aware cheeked girl whom he had once found so that he was a Norwegian. lovely might now, through a life of to'l and hardship, have developed into a a large number of shares in the steam-boat company of which his first employer, Mr. Nettleship, was the president. that he should, on account of a youthful folly, deliberately sacrifice his his happiness, by re-attaching to himself one who was so widely removed from

The Michigan Tradesman

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Palmer & Crozier have removed their boot and shoe stock from 29 to 18 Canal

M. Torcuette, grocer at Volney, has arranged to put in a sawmill at that place. Hester & Fox furnish the plant.

H. Barker has embarked in the grocery and meat business at Pierson. The Olney & Judson Grocer Co. furnished the

Goossen & Daane, grocers at 149 Monroe street, have dissolved partnership. Business will be continued at the old stand by M. C. Goossen.

Spaulding & Co. succeed L. S. Hill & Co. in the sporting goods line, the change in style occurring at the time of the removal from Pearl to Monroe streets.

W. D. Reynolds & Co., formerly enersville and Lake Odessa, have opened a the business as a branch store. grocery store at Ionia. I. M. Clark & Son furnished the stock.

The store now occupied by Wasson & Lamb, at 120 Monroe street, has been leased to the Morse's, and the present occupants will be compelled to find another location by April 1.

L. M. Wilson, late of Kansas City, has opened a grocery store on South of the city limits. The Ball-Barnhart-Putman Co. furnished the stock.

John Ten Hope has withdrawn from the firm of Boss, Norton & Ten Hope, dealers in carpets, at 27 South Division street. The remaining partners will continue the business under the style of Boss & Norton.

The Martin's Middlings Purifier Co has voted to increase its stock from place the new stock on the market. Two well. new patents of Mr. Martin's-a dust arrester and a scalper and grader-have manufactured by the company.

AROUND THE STATE.

Stetson-Geo. N. North has removed his drug stock to Volney.

Owosso-W. S. Hunt opened his new grocery store on the 25th. Clarion-W. H. Ellis succeeds W. H.

Ellis & Co., general dealers. Detroit-John B. Price, tailor, has as-

signed to Thomas O'Rourke. St. Johns-Clark Putt succeeds Putt &

Davis in the grocery business. Moscow-E. D. Buck has removed his notion stock to North Adams.

Flint-J. K. Montrose has sold his stock of groceries to W. H. Brooks.

Harrison-Dr. H. Thompson is seeking another location for his drug stock.

Richmond - Chas. Knight succeeds Knight & Cudworth, general dealers. Lawrence-O. E. Holmes, shoemaker,

has sold his stock to Chas. H. Holmes. Vicksburg-A. B. Kingsbury has sold his harness business to Cline & Mahn. Hubbardston-J. M. Holbrook has sold

his stock of groceries to John L. Dommy. Pine Grove-A. M. Byers, of Bloomingdale, has gone into the meat business

St. Johns-Albert Retan has sold his dry goods stock to Thelan & Dever, of

Mt. Clemens-Geo. C. Fenton, dealer

Detroit - M. J. Ciganek succeeds Ciganek & Steiger in the hat and cap

Sherman-H. Saperston is closing out his stock of clothing, dry goods, boots and shoes.

Detroit-H. D. Harris & Son. cigar dealers, have mortgaged their stock to Henry George.

Tustin-G. A. Skaglin has opened a meat market in connection with his flour and feed store.

Grand Haven-John Duursema, succeeds Wm. Meiras & Co. in the bakery

and grocery business. White Pigeon-John J. Davis, Jr., will continue the business of Bracken &

Davis, general dealers. Geo. Kerry, formerly engaged in the

commission business here, is now located Greer, in the spoke manufactory. at Gale's Creek, Oregon.

Detroit-Huettemann, Rademacher & Co. succeed John F. Behlow & Co. in the which was stealing its trade mark. wholesale grocery business.

Carson City-Lane & Hamilton have embarked in general trade, occupying ging cars to the Norfolk & Carolina Rail-

the former stand of B. F. Sweet. Chebovgan-W. A. Lvnn & Co., meat dealers, have dissolved. The business from the firm G. F. Warren & Co., cigar

will be continued by W. A. Lynn. Jackson-W. L. Seaton will close up purchased by D. D. Aitken.

the affairs of the late firm of Pilcher & Williams, of which he is assignee. interest in the grocery business of Pow-

ers & Stringham to C. H. Reynolds. son, in the grocery and bakery business. Treasurer, C. A. Hough.

Maple City-R. W. Burke & Sons have embarked in the real estate business under the style of Burke's Real Estate

Holland-Gilmore & Walsh, dealers in C. Walsh. Cheboygan-Martin & Silliman pro-

pose extending their business in the spring by opening a branch office at Ashand, Wis. Petoskey-Thompson Bros. have sold their Elkhorn bakery and confectionery that point.

business to G. W. Ferguson & Son. of Jonesville West Windsor-Carman & Rumsey

Kimball and Plynn Rumsey, who will continue the business. Battle Creek-Alva Davis succeeds the

his partner, John C. Bayley. Middleton-The McLeod drug stock has been purchased by D. H. Meeker, the

East Jordan-J. E. Watson, of Cedar Springs, has purchased an interest in the October 1. hardware business of H. L. Page. The

firm will be known as Page & Co. hardware business with John A. Boyle, for many years with Standart Bros.

Greenville-Clark Bros. are succeede by E. S. Clark in the dry goods business. Division street, about a half-mile south The retiring partner, E. J. Clark, will Alice H. Cameron have organized the

> Vernon-Henry Clark, of this place, and M. K. Clark, of Durand, have bought the stock of dry goods and groceries formerly belonging to R. P. Nichols, and Kern, Heisner & Co. five acres of land at 12 per cent., which was the profit agreed will continue the business.

Carson City-Mr. Petteys has retired from the drug and grocery firm of Kelley, Petteys & Co. The business will be continued by D. Kelley and Geo. W. \$25,000 to \$100,000, and is arranging to Cadwell under the style of Kelley & Cad-

Grand Haven-T. Vanden Bosch & Bro., dealers in dry goods and clothing, Saginaw. This firm will get some square tract, which leads us to believe that they been added to the line of goods already have dissolved. T. Vanden Bosch & timber from this tract, and probably and G. Vanden Bosch & Bro. continue in the dry goods business.

Sault Ste. Marie-Curtis & Pelton. dealers in dry goods, clothing, boots and shoes, have dissolved. The business will be continued by Ira Curtis. Mr. Pelton will engage in the dry goods business in Conneaut, Ohio.

Harrison-The drug stock of P. E. Wither spoon sustained a loss of \$500 one day last week by its sudden removal from the store, when fire in adjoining buildings led the proprietor to think that his store would also be a prey to the

Detroit-John Barry, who has been McCullough, painters and paper hangers, 100 barrels daily in connection with the for the past eight years, has taken the place of Mr. McCullough in the firm, which will be known hereafter as Charles

killed while under the influence of of Geo. T. Warren & Co. Corvell's whisky.

Kalamazoo-Huntley & Baker, dealers in agricultural implements, buggies and harnesses, were closed on chattel week, a first mortgage having previously been given L. Waterbury & Co., of New York, for \$620. While the stock was in Lowell-A. S. Howk & Son succeed open the safe and carried away the notes was covered by Mr. Browne's mortgage, female persuasion. a criminal action is likely to follow in the wake of the failure.

> MANUFACTURING MATTERS. assigned to Chas. H. Fisk.

Charlotte-Deaninger Bros., millers have sold out to Perkins & Moon.

East Tawas - Emery Bros., lumber dealers, have dissolved. Temple Emery continues the business.

Lowell-Misner & Burdick, lumber dealers, have dissolved. Fred Misner will continue the business.

Owosso-T. J. Perkins, of Bennington, has entered into partnership with Mr.

Dowagiac-The Round Oak Stove Co. has worsted the Indiana stove company,

Detroit-The Russell Wheel & Foundry Co. recently shipped 100 heavy log-

road Co. Flint-Solomon Aberdee has retired manufacturers, his interest having been me that they won't give me a minute's chance to run away, but will hurry me

Nashville-The Bell Furniture & Novelty Co. has been organized, with a cap Nashville-W. S. Powers has sold his ital of \$10,000, to engage in the manufacture of special lines in furniture and novelties in wood. The officers are: Fremont-Lewis Vallier has bought President, John Bell; Vice-President, the interest of his partner, Wesley Pear- C. L. Glasgow; Secretary, E. M. Evarts;

West Bay City-Danforth, Lloyd & Smith, manufacturers of staves and heading here and at Gladwin, have sold out to Kerns, Heisner & Co.

Ionia-The Wagar Lumber Co. is shipfurniture and carpets, have dissolved. ping to Mobile, Ala., thirty-five car loads willing to contract to furnish them with The business will be continued by Walter of mill machinery, railroad iron and roll- goods at a fixed percentage, and dising stock. This is pulling up stakes in criminating between them and other cusearnest.

Manistee-It is rumored that Charles Perry will build a hardwood and hemlock mill at Pierport, north of here, next

Charlotte-The proposed consolidation of the lumber business of the Richardson Mill Co. and that of R. H. Bohn, of Cheshave sold their grocery stock to Will ter, has not yet been carried into effect, owing to a hitch in the negotiations.

Bayley, having purchased the interest of ness here, having arranged to handle the cut of several mills in this vicinity. Charlotte-The common council has voted John L. Dolson a bonus of \$5,000, gaged in the grocery business at Coop- Perrinton druggist, who will continue in consideration of his erecting a brick carriage factory, with a capacity for 200 workmen, and have same in operation by

Plainwell-The annual meeting of the Michigan Paper Co. closed a very pros-Detroit-H. E. Hatch, of Lapeer, will perous year. The mill has done about emove to this city and enter into the \$10,000 worth of business a month, realizing a profit of 12 per cent. on the capital stock.

Detroit-James B. Delbridge, Frank J. Dingeman, and Morral, Minnie T. and that we have no contract with the P. of embark in the same business at Kal- Delbridge, Cameron & Dingeman Co., with a capital stock of \$20,000, to operate a planing mill.

West Bay City-E. M. Danforth, D. S. Lloyd and Peter C. Smith have sold to Gladwin and a stave mill, the consideration being \$5,000. The purchasers will cents for Spearhead plug, while other begin the manufacture of staves at once.

pine here this winter is G. A. Bergland, who last week made another sale, this per cent. In spite of such drawbacks, time 1,200,000 feet of timber in Henderson township to Salter & Munn, of East ing to secure a renewal of the old con-Bro. continue in the clothing business, bank the rest of the logs on the Clam

Manistique-The Manistique Railroad Lumber Co., the Chicago Lumbering Co. mills.

East Saginaw-E. O. & S. L. Eastbook-keeper and manager for Brand & operation April 1, and will manufacture clothing line." planing mill.

Flint-A new firm, consisting of W. G. Braman, H. M. Sperry and Sol. Aberdee,

Purely Personal.

John W. Mead, the Berlin merchant, was in town Monday.

Thos. Sloan, the Dimondale general He was accompanied by his wife reelr

Peter Steketee, of the firm of P. Steketee & Sons, contemplates establishing a the hands of the sheriff, Mr. Baker broke | matrimonial bureau, having already supplied Geo. F. Cook, the Grove general Howk & Bostwick in the boot and shoe and books of the firm. As this property dealer, with a handsome partner of the

O. B. Pickett, the presiding genius in the general store of M. V. Gundrum & Co., at Leroy, was in town Saturday, on his way home from a trip of six weeks' Detroit-The Hoffman Machine Co. has duration, which included Buffalo, Wash-

ington and Evansville, Ind. Mrs. Maria Clark, wife of Nathaniel Clark, the pioneer merchant of Reed City, died recently of lung trouble. The deceased was the mother of eleven chilfortunate enough to enjoy her acquaint-

Rivals for Popular Favor.

Coal (to ice)-Never had a more com fortable season, thank you! allowed to stay in my bin undisturbed all winter so far. Usually about this time cremated me. Whereas, I would rather be buried, as I am this winter, in a vault, with a big brick monument over me.

into that same cellar you like so much. A Pertinent Question.

"I would like to ask you a question," crowded railway car.

"What is it?" "What brand of nerve food do you P. of I. Gossip.

A. J. Halsted has thrown the P. of I. overboard at Grand Ledge.

Shelby Herald: "The P. of I. have been unable to find any one in Shelby tomers."

Allegan Gazette: "The P. of I. have boycotted Bangor. It has been said that they were going to combine together and summer. He already has a grist mill at hold their wheat and force people to pay them their price for it, which sounds bad beside their everlasting cry of down with

monopoly." Having satisfied themselves that they can obtain no permanent advantage of consequence in pursuing the present NEW YORK-202 Broadway, Room 7. Big Rapids-L. W. Bowen, formerly policy toward the mercantile classes of manager of the Lansing Lumber Co., has the State, the leaders of the P. of I. oragricultural implement firm of Davis & gone into the lumber and shingle busi- ganization have concluded to tackle the milling business, and announce their intention of erecting and operating milling plants at the principal business centers. "A fool and his money are soon parted." Geo. H. Wright & Co., the Mt. Pleas-

ant notion dealers, write as follows "We notice in the last issue of your paper that G. H. Wright & Co. have entered into contract with the P. of I. society. We feel that a report of this kind, going out among the business people of this and other states, will do us a great injury, and would be pleased to have the matter made right, if possible. We wish to have it distinctly understood I., and never will have. We hope you will see to it that the error is corrected."

A Harvard correspondent writes as follows: "We had a P. of I. store in this town for some time, but the Patrons found that they were paying more than upon. For instance, they had to pay fifty dealers sold the same brand for forty-five Cadillac-The most active dealer in cents. As it cost thirty-seven cents, the contract dealer made a clear profit of 35 however, the Patrons are now endeavortake delight in being swindled."

Cadillac News: "It is now an es tablished fact that the Patrons of Industry have formed organizations in Wex-Company, composed of the Manistique ford county. Delegations from some of the branch societies were in the city, one and Hall & Buell, all of Manistique, has day last week, looking for merchants extended its logging road eight or nine who would agree to conform to their remiles the past season. Hall & Buell are quirements in order to secure the order's putting in 50,000,000 feet of logs this trade. So far as we can learn, no merwinter for the Manistique and Bay City chant was found who thought his profits too great, or who could afford to risk the scheme of selling goods to one class of man & Co. have purchased the salt block customers at a lower rate than to others. on the C. & E. Ten Eyck shingle mill It is very probable that the Patrons will premises, and will remove it to their have to establish their own stores, if planing mill premises on the west side. they have mercantile representatives in They expect to have the new block in Cadillac, especially in the grocery of

Geo. Vernier, the Crystal hardware dealer, writes as follows: "Some time ago you stated that the P.'s of I. had boycotted the village of Crystal, which which will be known hereafter as Charles R. Brand & Co.

Grand Ledge—Geo. L. Coryell, who runs a drug store and saloon under the same roof, has settled the suit brought against him by the widow of the late George Shipman for \$400. Shipman was George Shipman for \$400. Shipman was drew from the cigar manufacturing firm ing for him to answer for some great crime, when, in reality, he is the one who is plotting against his neighbor. Patron told me that he could not do as well at a P. of I. store as at any other, either in Carson City or Stanton. He thinks it is all a humbug, and has had \$10,000 STOCK OF GENERAL MERCHAN in boots and shoes, has sold out to Frank mortgage by S. A. Browne one day last dealer, was in town several days last all he wants of it; but there are some who, instead of benefitting others by their experience, try to induce them to join, and be beaten as they were themselves. We understand that there has We understand that there has been trouble in one of our lodges, and that the president has withdrawn, but we hope this not true, as we dislike to see trouble in any family."

Hart Tribune: "Here's a joke on a P. of I., who doesn't live a thousand miles from Walkerville, of how he caught on to their 10-per-cent.-above-cost plan: A few days ago he went to their store and bought some sugar and tobacco. After the goods were done up, he paid for them and then presented his card $\overline{B^{\text{ARGAIN}}}$ \$3,500 STOCK GENERAL MERCHANDIST and demanded a rebate of 10 per cent. dren—one of whom, N. B. Clark, is a resident of this city—and possessed the respect and friendship of everyone respect and friendship of everyone per cent. on the purchase, and tried to per cent. On the purchase, and tried to per cent. per cent. on the purchase, and tried to explain the matter, telling him they sold everything at 10 per cent. above cost, but his mind was not quite clear on the subject, and he left the store somewhat dissatisfied at the manner of doing business, vowing to himself that he would look into it. Having at last figured it out satisfactorily to himself, he again visited.

Mich. 568

FOR SALE—STOCK OF CLOTHING, FURNISHING goods and hats and caps in the best city of 6,000 inhabitants in the State of current best current be a big ruffian has come along and, without into it. Having at last figured it out saying a word, or asking my leave, has cremated me. Whereas, I would rather the buried as I am this winter in a wall! cent smile, and said to the clerk, "Well, Ice-Oh, well, if you think you have since I was here before I've been figurbeen well treated, just wait until next summer. You'll see people so fond of it," at the same time laying sixty cents upon the counter. "There's sixty cents, ain't there? Well, 10 per cent. of sixty cents is six cents, ain't it?" Being answered in the affirmative, he said, "Give me a pound of your sixty-cent tea," and, said a gentleman to a fellow who was spreading himself over four seats in a without more ado, he took his tea, handed the clerk sixty-six cents and departed, happy in the thought that he at last understood the difficult solution of buying goods at 10 per cent. above cost."

| & Bro., Grand Rapids. | Camples of two Kinds of Coupons for retailers will be sent free to any dealer who will write for them to the Sutliff Coupon Pass Book Co. Albany, N. Y.

Messrs. W. F. & W. M. Wurzburg have returned from Providence (the jewelry center of the world) and will soon call on the trade with the most attractive line of jewelry ever shown in Michigan. Our line comprises all the new novelties in Ladies' Lace Pins, Bar Pins, Brooches, Cuff and Collar Buttons, Hair Ornaments, Chains, Bracelets, etc. A luli line of Children's Chains, Charms and Lockets brock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Lockets brock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Lockets brock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Lockets brock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Lockets brock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Lockets brock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Lockets brock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Lockets brock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Lockets brock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Lockets brock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Lockets brock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Collar Buttons, Charms and Charms are considered by the Collar Buttons, Charms and Charms are considered by the Collar Buttons, Charms and Charms are considered by the Collar Buttons, Charms are consid ments, Chains, Bracelets, etc. A full line of Children's Jewelry, and an elegant

W.F.& W.M. WURZBURG.

EXCLUSIVE JOBBERS AND MANUFACTURERS OF JEWELRY. Widdicomb Building, Grand Rapids, Mich.

Will send dealers small sample line, if desired, on approval.

Drummer vs. Druggist.

Commercial travelers are men of kee

human nature, or they do not succed in

their line of business. The druggist

of the competent "drummer" covers a

derstanding of the varying propensities

of human beings. Not long ago a mem-

ber of the force representing one of our

large wholesale drug firms incidentally

druggist will expose his ignorance while

buying goods. The speaker said he sometimes erred in his judgment, but

seldom failed when he set a druggist

down as a careless, incompetent pharma-

cated waters and such readily prepared

articles is the one who will pay good round prices for goods and think he is

buying for rock bottom prices.

Annual Meeting of the Salt Makers At the annual meeting of the Michigan Salt Association, held at East Saginaw, all of the salt producing districts were represented. Mr. Burt's report showed that during the season of 1889 there were made 3,847,000 barrels of salt, may have a practical knowledge of being 19,000 barrels less than in 1888. There were manufactured on account of pharmacy, but the practical information the Michigan Salt Association, in 1889, far greater field, for it embraces an un-2,986,000 barrels—280,00 barrels than in 1888. There were manufactured in 1889, for parties outside the Association, 860,000-260,000 barrels more than in 1888. On December 1, 1888, the Association had on hand 1,883,000 barrels, and December 1, 1889, 1,620,000 barrels a decrease of 263,000 barrels, or about the same amount as the increase of the manufacturers outside the Association. December, 1, 1889, there were in the hands of parties outside the Association 181,000 barrels.

cist because he ordered a long list of preparations which every druggist can During the season of 1889 the Associaeasily make at a good profit. His experience goes to teach him that the man who orders paregoric, laudanum, medi-

follows:
East Shore 98,000
Tawas 92,000
Oscoda 219,000
St. Clair River 97,000
Manistee and Ludington 909,000
Bay County 790,000
Saginaw County 935,000
December 1, 1889, there were 1,619,000

barrels in the hands of the manufac-The sales of the Association during the season of 1889 were 3,228,000 barrels, as against 3,284,000 in 1888, a decrease of

manufacturer 54 3-10 cents a barrel; in 1888 581/cents. The grievance of the Ludington and Manistee manufacturers was adjusted, they being allowed a differential of 4 cents a barrel to make up for the differ-

56,000 barrels. In 1889, salt netted the

A Thrifty Butcher.

Lady-I paid you the full price, seventeen cents a pound for this steak, and

ence in freight rates.

the weight was short. Butcher—Madam, you are right about the price. As to the weight, I don't I believe in the old adage, "Look out for the pennies and the pounds will take care of themselves."

It pays to handle the P & B. cough

FOR SALE, WANTED, ETC.

Advertisements will be inserted under this head for wo cents a word the first insertion and one cent a rord for each subsequent insertion. No advertise ment taken for less than 25 cents. Advance payment. BUSINESS CHANCES.

WASTED-TO TRADE-A HALF SECTION UNIN-cumbered land for stock of dry goods, groceries, boots and shoes or hardware. Address. F. A. Thorns, Newark, South Dakota.

RARE CHANCE TO BUY THE ONLY DRUG STORE in Central Michigan railroad town of nearly 100 new fixtures; only drug, book, static pery, , paint and jewelry stock in town; splen ng for young man; good reasons for selling, antit, address for particulars, L. M. Mills, thy Ave., Grand Rapids, Mich.

FOR SALE-\$5,000 STOCK OF HARDWARE, STOVE furniture and crockery, with full stock of teach rurniture and crockery, with full stock of tool or tin, water and gas jobs; a bargain for cash or par sh and time; low rent for building. Lock box 73 reenville, Mich. FOR SALE-STOCK OF DRUGS, LOCATED IN A VII. lage surrounded by a good country; good trade object of selling, practice here. Address Dr. H. E. Hun gerford, Stetson, Mich. Wanted-to exchange farm of 120 acres or village property for stock of 120 acres or V village property for stock of goods, he eferred. Address No. 573, case Michigan Trad

T HAVE SEVERAL FARMS WHICH I WILL EX POR SALE-WE OFFER FOR SALE, ON VERY favorable terms, the F. H. Escott drug stock. at 7. Canal street, Grand Rapids, Hazeltine & Perkins Drug Co. Price, \$4,000.

MISCELLANEOUS. CODY. Address The Tradesman Company, Gr. Aspins
WANTED—LIVE TRAVELING MEN TO CARRY
paying side line; light samples; quick sales,
Merchants Specialty Co., Chicago, Ill.
577
BEGIN THE NEW YEAR BY DISCARDING THE
annoying Pass Book System and adopting in
its place the Tradesman Credit Coupon. Send \$1 for
sample order, which will be sent prepaid. E. A. Stowe
& Bro., Grand Rapids.

F. A. Wurzburg & Co.,

Exclusive Jobbers of

NOTIONS, UNDERWEAR,

19 & 21 SOUTH DIVISION ST.,

GRAND RAPIDS, - MICH. perceptive powers and good judges of

For Sale!

THE ENTIRE STOCK OF

DRYGOODS.

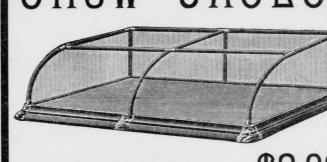
Notions and Fixtures Of John J. Timmer, Muskegon, Mich.. the appraised value of which is \$2,200. Will be sold

FOR FULL PARTICULARS, APPLY TO

Grand Rapids, Mich.

SPRING & COMPANY.

SHOW CASES!



6-ft case like above

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,





Merchants, YOU WANT THIS CABINE**T**

Thousands of Them

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 GOFF

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.

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Michigan Business Men's Association.

Michigan Business Men's Association.

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First Vice-President—C. T. Bridgeman, Flint.

Becond Vice-President—M. C. Sherwood, Allegan.

Becretary—E. A. Stowe, Grand Rapids.

Treasurer—H. W. Men, Grand Rapids.

Treasurer—H. W. Men, Grand Rapids.

Frank Wells, Lansing;

Frank Wells, Lansing;

Frank Menliton, Traverse City; N. B. Blain, Lowell

Frank T. Bridgeman, Flint; O. F. Conklin, Grand

Rapids, Secretary.

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Committee on Legislation—Frank Wells, Lansing;

H. H. Pope, Allegan; C. H. May, Cilo.

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Oommittee on Transportation—C. T. Bridgeman, Flint;

M. C. Sherwood, Allegan; A. O. Wheeler, Manistee.

Oommittee on Building and Loan Associations—N. B.

Blain, Lowell; F. L. Fuller, Cedar Springs; P. J. Connell, Muskegen.

nell, Muskegen.
Local Secretary—Jas. H. Moore, Saginaw.
Official Organ—The Michigan Tradesman.

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

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No 27—Dorr B. M. A.

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dent, Thomas B. Dutcher; Secretary, C. B. Waller No. 55—Peteskey B. M. A.
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President, C. F. Hankey; Secretary, A. C. Bowman.

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No. 80 Bay City and W. Bay City R. M. A.
President, F. L. Harrison; Secretary, Lee E. Joslyn.

Combined effort by all interested to put

No. 83—Sherwood B. M. A.
President, L. P. Wilcox; Secretary, W. R. Mandigo. President, L. P. Wilcox; Secretary, W. R. Mandigo.

No. 84—Standish B. M. A.

President, P. M. Angus; Secretary, D. W. Richardson. No. 85-Clio B. M. A. President, J. M. Beeman; Secretary, C. H. May. No. 86-Millbrook and Blanchard B. M. A. President, T. W. Preston; Secretary, H. P. Blanchard No. 87-Shepherd B. M. A. President, H. D. Bent; Secretary, A. W. Hurst No. 88-Ovid B. M. A. President, J. A. Andrews; Secretary, L. D. Cooley.

Association Notes.

At the annual meeting of the Bangor B. M. A., Silas DeLong was elected President and George Chapman Secretary.

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 Vehle, L. T. Lochner.
Allendale—Henry Dalman.

Almont—Colerick & Martin. Altona—Eli Lyons. Assyria—J. W. Abbey. Bay City—Frank Rosman & Co. Belding—L. S. Roell. Big Rapids—W. A. Verity, A. V. Young,

P. Shankweiler & Co., Mrs. Turk, K. Sharp. Blanchard—L. A. Wait. Blissfield-Jas. Gauntlett, Jr. Brice-J. B. Gardner. Burnside—Jno. G. Bruce & Son. Capac—H. C. Sigel. Carson City-A. B. Loomis, A. Y. Ses-

Casnovia-Ed. Hayward, John E. Par-Cedar Springs-John Beucus, B. A.

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

Chester-P. C. Smith. Chippewa Lake—G. A. Goodsell. Clio—Nixon & Hubbell. Conklin—Wilson McWilliams. Coral—J. S. Newell & Co. Deerfield—Henry W. Burghardt. Eaton Rapids—Knapp & Rich, H. Kosit chek & Bro.

Evart—Mark Ardis, E. F. Shaw, Stevens & Farrar, John C. Devitt.
Fenwick—Thompson Bros. Flint-John B. Wilson. Flushing-Sweet Bros. & Clark. Fremont-Boone & Pearson, J. B. Gladwin-John Graham, J. D. Sanford,

Jas. Croskery. Gowan—Rasmus Neilson. Grand Ledge—A. J. Halsted & Son. Grand Rapids—Joseph Berles, A. Wilinski, Brown & Sehler, Volmari & Von

leppel. Hart-Rhodes & Leonard. Hersey-John Finkbeiner. Hesperia-B. Cohen. Howard City - O. J. Knapp, Herold Bros., E. C. Pelton.

Hubbardston—M. Cahalen. Imlay City—Cohn Bros. Jackson—Hall & Rowan. Kalamo—L. R. Cessna. Kent City—M. L. Whitney. Laingsburg—D. Lebar. Lake Odessa—Christian Haller & Co., E. F. Colwell & Son, McCartney Bros., Fred Miller. Lakeview-H. C. Thompson. Langston-F. D. Briggs.

Israel) Glicman. Lapeer-C. Tuttle & Son, W. H. Jennings. Lowell—Patrick Kelly. McBride's-J. McCrae. Maple Rapids—L. S. Aldrich.
Marshall—W. E. Bosley, S. V. R. Lepper & Son, Jno. Butler, Richard Butler,

Lansing-R. A. Bailey, Etta (Mrs.

Mecosta-Parks Bros. Milan—C. C. (Mrs. H. S.) Knight.
Milbrook—T. O. (or J. W.) Pattison.
Millington—Chas. H. Valentine. Milton Junction-C. A. Warren. Morley—Henry Strope. Mt. Morris—H. E. Lamb, J. Vermett

Son, F. H. Cowles. Mt. Pleasant—Thos. McNamara. Nashville-Powers & Stringham, H. M.

North Dorr-John Homrich. Ogden—A. J. Pence. Olivet—F. H. Gage. Onondaga—John Sillik. Orono—C. A. Warren. Potterville—F. D. Lamb & Co. Reed City—J. M. Cadzow. Remus—C. V. Hane. Richmond-Knight & Cudworth. Riverdale—J. B. Adams. Rockford—B. A. Fish. Sand Lake-Brayman & Blanchard, Frank E. Shattuck & Co.

Shelby—Angus Rankin. Shepherd—H. O. Bigelow. Sheridan-M. Grav. Sparta-Dole & Haynes Springport—Powers & Johnson Stanton-Fairbanks & Co., Sterling &

Stanwood-F. M. Carpenter. Trufant-I. Terwilliger. Vassar-McHose & Gage. Wheeler-Louise (Mrs. A.) Johnson, H. C. Breckenridge. White Cloud-J. C. Townsend, N. W.

Getting Ready to Boom the Grand Traverse Region.

Williamston-Thos. Horton.

The Traverse City B. M. A. has issued the following call for a meeting of those most interested in the material prosperity of the Grand Traverse region:

TRAVERSE CITY, Jan. 16, 1890. We desire to call your attention to the Northern part of the Lower Peninsula of Michigan. There are about thirty counties in this portion of the State that have a large quantity of available farming lands, and in addition, untold millions of extremely valuable hard wood. This territory needs immigrants to occupy and develop its farming lands and capital to utilize its magnificent forests and increase its manufacturing interests. Railroads are pushing their extensions into this region, capital is looking this way to a limited extent, summer resort associations are learning of its attractions, its own citizens fully appreciate its advan tages and opportunities; but the great public does not know, or, if it knows, does not realize its future possibilities these facts properly before the public in an exhaustive, legitimate, truthful and persistent advertisement conducted on a

road and liberal plan. We believe that every transportation line depending largely on the development of this country for its business, every real estate agent who wants to make his loans a better investment, every summer resort association, as well as

development, and ready to assist in for-

warding it in every possible way.

The following plan has been suggested as having some advantage as a method of inaugurating this movement:

Such parties as are most directly interested in this matter should, by themmany advantages it gains. selves, or their representatives, meet for general discussion at an appointed time and place. At that meeting the following questions might be considered: 1. The territory to be included in the

2. What interests are involved, as, for real estate men, etc.
3. To what extent, and in what way,

5. The advisability of calling a con-

Feeling confident that you will be di-Traverse City on the 13th day of February, at 9 o'clock a. m., for a friendly onsultation regarding this matter.

Trusting that out of this may come comething that may be of direct benefit to your special interest, we are Yours truly, J. W. MILLIKEN, S. BARNES,

Advertising Committee, Business Men's Association

Approves of "The Tradesman's" Stand on the P. of I. Muir, Jan. 22, 1890.

Editor Michigan Tradesman: I am always sure to read the "P. of I.

The "Scene" in the two leading stores of your city call to mind the same weap-on (falsehood) which is the stock in trade of the organizations in this vicinity. If other merchants get their share ity. If other merchants get their share of the abuse which is heaped onto me for not favoring the soulless institution, month earlier than in any previous month earlier than in any previous for not favoring the soulless institution, I pity them. Scarcely a day passes that I do not hear of some disagreeable lie which the "county organizers" start, or which are started "in secret session of the various sessions." One day it is that I say I do not want a P. of I. to come into my store. The next day it is stated as a fact that I turned out of my store one of the leading farmers of the vicinity. This is usually followed the next vicinity. vicinity. This is usually followed the next day by the assertion that I have kicked an old customer out of doors, because of his leaning towards the P. of I. doctrine.

147,000 boxes. This season the November receipts were 131,000 boxes, and for December upward of 150,000 boxes. The December upward of 150,000 boxes. The

for farmers to be benefitted by organizathat way. Yours truly.

Aroused His Suspicion.

Tailor-Certainly, sir. As the customer passed out, the tailor what is called the white scale. This pest observed to the clerk:

again." A Sign Which Failed. Young Husband-Seems to me, my From the Inter-State Gr dear, this chicken is pretty tough. Young Wife-I know it is, and I can't

"Did you examine it closely?" "Indeed, I did. I looked in its mouth the first thing, and I could see it hadn't even cut its first teeth yet.

The Retort Courteous.

whether it does or not. I'm not such a donkey as to know how hay tastes.

No Pleasure in It.

An Ancient Refrain. lar, John? Boy (after an investigation)—Its only

Wanted a Warm Kind. Old Lady-I'd like to buy some plasters, young feller.
Drug Clerk—Yes, ma'am; porous? Old Lady—Do ye s'pose I want to ketch my death o' cold? Let's see yer winter

A Slander on the Sex. a Chestnut street, Philadelphia, drug time cheaper than I can make them." store, and 98 per cent. of the women who read it nearly run each other down in their haste to lay in a supply.

every town and county in the territory an honest debt than they would have to named, should be keenly interested in its work to earn the money to pay it with.

Promptness in meeting money obliga tions is a quality that soon gives a man or firm a marked and enviable position

Punctuality is, in part, at least, a habit capable of cultivation, but to compel circumstance to wait upon obligations rebrains of good fiber! Foresight, wisdom, Ar caution and energy must be continually instance, transportation lines, summer exercised that one may be invariably at Bi Instance, transportation lines, summer resort associations, proprietors of towns or villages, manufacturing industries, man who does it secures the respect and confidence of buyers and sellers, assothese various interests can be enlisted in pushing the development of the terrioushing the development of the control of the contr inaugurating and maintaining a systematic and well-digested plan operation of the matter of payments to inaugurating and well-digested plan operation. The relation of man to man is parties. The relation of man to man is necessarily close and dependent, and invention of all who are, or who are likely dividual conduct often sets in motion a little be, interested in the matter, at an early day, at some place to be decided train of circumstances, which, passing caupon at the initial meeting. Other points will suggest themselves lence, anxiety and sometimes loss of character to persons whose intentions En rectly interested in the matter, we extend to you a most cordial invitation to meet, with others equally interested, at Trayerse City on the 13th day of Fahrn.

But perhaps it is in the matter of discounts that the tradesman reaps the most substantial benefits arising from Cal prompt payments, and by prudence and sagacity he is often able to increase his Tre profits one-half from this source alone. Jobbers always favor a prompt pay- Mic master, not only by giving him better terms, but by keeping him in mind when Ha advantages arise. Bills taken up promptly not only save money, but worry also, and leave the mind clear and the purse ready to "catch on" to passing opportunities. It is also not only a legitimate and proper way of making Na Gossip," and such other kindred news items as are such welcome features of THE TRADESMAN to us injured dealers. trade like to see practiced, as it enables Sin Accept my thanks for the stand you have and are taking on the matter of the every time.

> The Florida Orange Crop. The Florida orange crop is large this

year, and began coming to Northern A month earlier than in any previous An his leaning towards the P. of I. doctrine.

If I open the door for a lady customer to leave the store, though done in the utmost civility, I look for the report, the next day, that this same lady was turned out of my store by the proprietor.

An Hall was a said to be about 250,000 boxes short of a year ago, but it is estimated that fully two-thirds of the crop has left Florida by now. The quality of Fig. next day, that this same lady was turned out of my store by the proprietor.

These are samples of what one hears here, and if the whole State is in the same condition of things, then can I truly say, I am sorry for the deluded, misguided farmer, who is being led astray by such false doctrines.

Linear that this same lady was turned out of my store by the full state of the latest shipments is fair. The bulk of the fruit sells in Boston at \$2.50 to \$2.75 per box for good to choice, and at \$1.75 to \$2.25 for ordinary. In New York the fruit has brought at auction the full state of the astray by such false doctrines.

I hope the future will bring things to the old stand, and that, if there is a way the old stand, and that, if there is a way from \$2.50 to \$3. Prices are holding from \$2.50 to \$3. tion, the present excitement will show firm, and the commission men expect an La advance in January. New York takes about one-fourth of the whole crop, and the proportion is growing larger as the A Florida orange grows in popularity. In P Customer (getting measured for a some parts of Florida the "lady bug" is w suit)—I want a pocket made to hold my being [propagated for dissemination pe among the orange groves infested with observed to the clerk:

"James, be sure and have that coat sent c. o. d. I've been fooled by such and, had no remedy been found, the inremarks too many times to be taken in dustry in the sections affected by it ca would probably have been destroyed.

Keep Your Credit Good.

The country merchant, as a rule, does understand it at all. I picked it out my- not think enough of his credit. Many a good merchant, by allowing his bills to run over time, from a week to ten days and even blonger, has caused the city I house with whom he is dealing F to look upon his account with disfavor. It should be the pride Customer (in tea store, tasting the of every good merchant to meet his R tea)—I don't like this tea. It tastes like bills the day they become due, and thus Exasperated Clerk-I don't know, sir, inspire the trade with confidence and make his business sought after. Country merchants often write to their city houses, asking why there is such a delay in shipping their goods. The reason may First Boy-No, my mother never whips often be found in the fact that the merchant is behind in his payments and the "Why, she's deaf, you know, and she order is placed on file to await a remit-can't hear me yell." tance. In all first-class city houses there is Mayland, 8 oz 11 West Point, 8 oz 94 Greenwood, 7½ oz . . 9½ " 10 oz . . . 10½ an intimate relation existing between the book-keeper and the shipping clerk, Grocer—What noise is that in the cell and when the book-keeper cannot report "nothing past due," the shipping clerk the vinegar singing, "No One Cares for is likely to be derelict in the matter of filling orders. Orders for goods received filling orders. Orders for goods received by the credit man from those who make | Coraline.. Shilling's. by the credit man from those who make prompt payments are seldom delayed in shipment

Shilling's ... 9 00 Brighton 4 7 Sewing Silk.

Corticelli, doz.......85 Corticelli knitting, per 1/20 ball....30 50 yd, doz...42

A Kalamazoo county man buried his wife, put up a headstone, repainted his Some men work harder to avoid paying five acres of potatoes within seventeen

Dry G	Roods.	חו
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CORSETS.

\$9 50 Wonderful .

9 00 Brighton...

An Unprofitable Salesman.

It was a Haverhill shoe manufacturer who, on being asked if his salesman on the road was a good one, replied: "You on bether in the road was a good one, replied: "You on being asked if his salesman on the road was a good one, replied: "You on bether in the road was a good one, replied: "You on bether in the road was a good one, replied: "You on bether in the road was a good one, replied: "You on the road was a good one, .1 35 Gold Eyed.

The rope market is high and advancing, and the ice at present is as follows:

- - 13c pound. MANILLA -If you cannot stand these prices, we have in

New Process Rope

hich we guarantee is equal to Sisal. We have the llowing sizes and quote:

. 1-4, 5-16, 3-8 - -9 1-2c pound. 7-16 and 5-8 TILL YOU TRY IT?

Toster, Stevens & Co.,

Wholesale Hardware, 33, 35, 37, 39 and 41 Louis St., 12 Monroe St., GRAND RAPIDS. MICH.

0111112	120, 111011.
HARDWARE.	MAULS. dis. Sperry & Co.'s, Post, handled
Prices Current.	Coffee, Parkers Co.'s
These prices are for cash buyers, who pay promptly and buy in full packages. AUGURS AND BITS. dis.	"Enterprise 25 MOLASSES GATES. dis. Stebbin's Pattern 60&10 Stebbin's Genuine 60&10 Enterprise, self-measuring 25
pay promptly and only in full packages. Snell's 60 Cook's 40 Jennings', genuine 25 Jennings', initation 50&10	Wire nails, base
AXES. First Quality, S. B. Bronze	50 Dase
BARROWS. dis. Railroad 8 14 00 Garden net 30 00 BOLTS. dis.	7 & 6
Stove 50&10 Carriage new list 70 Plow 40&10 Steigh shoe 70	Fine 3 2 00
### BUCKETS. Well, plain	" 8
Cast Loose Pin, figured 70& Wrought Narrow, bright 5ast joint 60&10 Wrought Loose Pin 60&10 Wrought Table 60&10 Wrought Table 60&10 Wrought Inside Blind 60&10 Wrought Brass 75 Blind, Clark's 70&10 Blind, Parker's 70&10 Blind, Shepard's 70 BLOCKS.	Barrell %
Ordinary Tackle, list April 17, '85 40	Common, polisheddis. 70
Grain	Copper Rivets and Burs. 50
Cast Steel per b 5 CAPS. Ely's 1-10 per m 65 Hick's C. F " 66 G. D " 35	
Musket	Steel and Iron
Rim Fire	SUPPE IDON
Socket Framing 70&11	Nos. 18 to 21 4 20 3 2 Nos. 22 to 24 4 20 3 2 Nos. 25 to 26 4 40 3 3 No. 27 4 60 3 4 All sheets No. 18 and lighter, over 30 inches
Curry, Lawrence's 40 Hotchkiss 22 CHALK.	List acct. 19, '86
White Crayons, per gross12@12½ dis. 10 copper.	Silver Lake, White A list 5
Prantsned, 14 of cut to size per pound " 14x52, 14x56, 14x60 2 Cold Rolled, 14x56 and 14x60 2 Cold Rolled, 14x48 2 Bottoms 2	" Drab A " 5 " White B " 5 " Drab B " 5 " White C " 3 Discount, 10. SASH WEIGHTS. Solid Eyes Per ton \$2 " Hand \$25(2356) Silver Steel Dia. X Cuts, per foot, 7
Morse's Taper Shank	" Hand
DRIPPING PANS. Small sizes, ser pound	TRAPS. dis
Com. 4 piece, 6 in. doz. net 73 Corrugated dis. 20&10&10 Ad 0&10 Adjustable dis. 40&10 dis. 40&10	Steel, Game. 60&1 Oneida Community, Newhouse's 3 Oneida Community, Hawley & Norton's 7 Mouse, choker 18c per doz Mouse, delusion \$1.50 per doz Wire. 4150
Clark's, small, \$18; large, \$26	Mouse, choker 18c per dox Mouse, choker 18c per dox Mouse, delusion \$1.50 per dox Bright Market 05 Annealed Market 70 Coppered Market 60 Tinned Market 62 Coppered Spring Steel 5
Disston's Goddi	Tinned Market
Nos. 16 to 20; 22 and 24; 25 and 26; 27 22 List 12 13 14 15 15 Discount, 50&10 GAUGES. dis. Stanley Rule and Level Co.'s	Gate Hooks and Eyes
HAMMERS.	Coe's Patent Agricultural, wrought, 7 Coe's Patent, malleable 75&1 MISCELLANEOUS. dis.
Kip's dis 2 Yerkes & Plumb's dis 40&1 Mason's Solid Cast Steel 30c 11st 6 Blacksmith's Solid Cast Steel Hand 30c 40&1 Hinges Hi	5 Pumps, Cistern
Gate, Clark's, 1, 2, 3	METATS
State per doz. net, 25	Pig Bars
Strap and T	80LDER. 1.20 Extra Wiping
HOLLOW WARE Pots. 6 Kettles 6 Spiders 6	solder in the market indicated by private brand vary according to composition. ANTIMONY. Cooksonper pound 16 Hallett's
Gray enameled 40&1 HOUSE FURNISHING GOODS. Stamped Tin Ware. new list 70&1 Japanned Tin Ware 2 Granite Iron Ware new list 33½&1	vary according to composition,
Granite Iron Ware	1 4X20 IX, 8 8 Each additional X on this grade, \$1.75. TIN—AILLAWAY GRADE. 10x14 IC, Charcoal
KNOBS—New List. Door, mineral, jap. trimmings Door, porcelain, jap. trimmings Door, porcelain, plated trimmings Door, porcelain, rimmings 5 Door, porcelain, see the description of the description o	Each additional X on this grade, \$1.75. 10x14 IC, Charcoal \$6 0 14x20 IC, (6 0 14x20 IX, (7 0 Each additional X on this grade \$1.50. 14x20 IC, (8 0 14x20 IX, (9 0 14x20
Drawer and Shutter, porcelain. 7 LOCKS—DOOR. dis. Russell & Irwin Mfg. Co.'s new list 5 Mallory, Wheeler & Co.'s 5	14x20 IC, "Worcester
Branford's 5 Norwalk's 5 LEVELS. dis. Stanley Rule and Level Co.'s 7	5 14x30 IX, 67 20x28 IC,
Adze Eve	14x28 IX

The Michigan Tradesman

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

E. A. STOWE & BRO., Proprietors.

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

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WEDNESDAY, JANUARY 29, 1890.

RURAL HIGHWAYS.

word in behalf of the necessity of better country highways in his annual message portions of the year, while few are kept inferior to those throughout England and the public roads of New England are conspicuously better than ours." This is a subject with regard to which there has been a very general awakening of interest, to which we have reason to believe our own articles on methods of and transporters in case of war, instead tle. The newspapers of the State ascribe the badness of the roads to the tion, by having all the steamships sailing old-fashioned method of allowing the farmers to "work out their road tax" in naval boards with reference to their war a lazy way which does very little for their improvement. In early times,

when money was scarce and labor plenty, this way of proceeding was unavoidable. But, like many other usages of those times, it has outlived its usefulness, and the business of road-making should be put into the hands of experts, who would not be content with shoveling loose soil vessels for carrying troops and stores. from the roadside ditch into the middle of the highway and spreading it there. Very few, indeed, are the districts of this country where a good road can be made out of materials close at hand, and the farmers are indisposed to incur the trouble and expense of going to gravel beds and quarries for the material needed to construct a road-bed that will last. But we have reached a stage in social development when nothing less than this should be tolerated by public opinion. Governor Hill proposes that the State shall set the example of doing better by

constructing two good roads in each not heeded its application for money for old woman, she was allers ter'ble fergitcounty. We fear that this would only such purpose. ease the farmers' minds about the rest. What is needed is an effective system of State supervision, or, better still, that road-making be taken over by the State from the counties and townships. But we do not expect to see the States undertake this work effectively, so long as they are obliged to depend on direct taxation for the whole of their revenue. This is one of the openings for the wise use of the national surplus of revenue, which our legislators of both parties seem most anxious to throw away.

MUNICIPAL PROSPERITY.

Prof. Albert B. Hart, of Harvard University, has an interesting article on other two are dead." "The Rise of American Cities," in the Quarterly Journal of Economics, showing the change which has passed over the country within a hundred years. In ter! 1789, not 100,000 of the something less per cent. adulteration." than 4,000,000 of our population lived in cities. Now there are nearly sixteen millions, out of less than sixty, gathered in some 350 cities. Looking at the Shore Railway for damages to half a question on its economic side, Professor dozen barrels of lozenges, shipped from Hart thinks that the possession of a port like that of New York is the surest guarantee of a city's permanent eminence. We think that this is a mistake that grows out of an overestimate of foreign trade. If it were true, how should we account for the early decay of Newport and ready for infantile consumption. As Salem, and the present decay of Boston in relative importance? And the rapid in the saliva or gastric juice—a dangergrowth of cities like Chicago, Minneapo-licand St. Paul to say nothing of the way in which Cincinnati holds its own in the last three decades, while Charleston, Savanah and Mobile have lost land, Me., says that 6,000 tons of terra ground, and New Orleans threatens to alba were recently imported through the take its place beside "the dead cities of port of New York alone. the Zuyder Zee," is proof enough that the secret of municipal prosperity is a much more complex matter than Pro-fessor Hart assumes. Indeed, he himself Polite Clerk—Yes, ma'am. Something abandons his own case when he admits pretty nice, ma'am? as great importance to New York as its harbor; and yet that advantage declines in relative importance with every year, although it sufficed to put New York ahead that the geological conformation of the

It is said in the article that cities like New York owe much to the stimulus of again?" direct contact with the rest of the world. and are more open to new ideas than are those of manufacturing centers. This is night's notice." true as far as it goes, but it remains uncertain whether the real growth of a community is to be traced to its eagerness to hear some new thing every day, or to a more solid and earnest appreciation of the truths of its own intellectual

of Philadelphia after 1830.

It is given out by the officers of the Detroit exposition that the net profits on last year's exposition were \$27,000 of which \$10,000 went for a 5 per cent. dividend and \$17,000 remains in the surplus fund. It is understood, however, that the net receipts were about double the amount above given, as no account is given of the receipts from exhibitors for floor space. It was thought best to make the showing as small as possible, in order to avoid the impression that the exposition is such a money-making institu-

The man who attempts to combat the P. of I. craze with argument is wasting Governor Hill found time to say a his breath. It is as reasonable to expect to carry a point by argument before the inmates of a lunatic asylum as to be able to the New York Legislature. "Our to convince an ignorant individual who highways," he writes, "are, as a general is inflamed with unjust resentment rule, in a most unsatisfactory condition, against the man who has been his best many of them being almost impassable friend. Fortunately, there is a weapon without great discomfort during large when argument does not avail-a weapon as keen as steel-ridicule. Its shafts are in a proper state of repair. They are piercing the rotten fabric of the P. of I. on every side, and depleting the ranks several other countries in Europe, while faster than any amount of facts and figures could do.

The present policy of the great naval

powers is to depend largely on convert-

ing ordinary merchantmen into cruisers making good roads contributed not a lit- of depending on their navy alone. Mr. Whitney took the first step in this direcunder the American flag examined by capabilities. There are at least eightytwo such steamships now affoat, of which thirty-three could be converted into fast you fellers got any chewin'?" cruisers for the capture or destruction of ble of conversion into effective transport All of these vessels except a dozen were built on the Delaware, and most of them within a few years past. The New York Times very properly urges that the work of preparing for such a use of these ships should not be delayed until the moment when we may need to so employ them. Alterations which would have to be made should be made at once on government account, and the necessary armament should be in readiness to fit them out for this service. But thus far the Government has not been able to do anvthing of the sort, because Congress has

A Better Pull.

"Do you expect a raise of salary on the 1st?" he asked as they came down town together.

"I do," was the confident reply.
"So you did last year at this time, but didn't get it."

"I know it; but circumstances are different now."

"Going to marry the old man's only daughter : "Better than that."

"Whew! You must have got an inside track."

"So I have."
"What is it?"

"Last year he had three men of us them's as good a yoke o' steers fer their who knew how to mix beans, chicory and coffee together to make O. G. Java. The "And you?"

"A rival concern has offered me an advance of five dollars a week. come up to it or I go. His only daughter! She isn't shucks compared to 68

A wholesale grocery house of St. Louis

Old Lady—I want 'em good 'n' stout. Polite Clerk—Well, ma'am, here's a

An Average Irishman.

"If I put my money into the savings bank," said Pat, "when can I draw it out "Oh," answered his fellow-country-

Heard on a Street Car.

"Going to open a drug store, I hear

Got capital enough?"
"Well, I've got a directory and a lot of postage stamps, and I'll get the other things together by degrees."

WHAT AILED UNCLE BILLY.

It was a very cold day, and the little storm that had been in progress early that morning had almost developed into a blizzard. The crowd which generally adorns the post-office on stormy days was there, and was considerably augmented by those who usually attended to their own business, but through the inclement weather were unable to continue their customary avocations. Some one had just suggested that it would be well to call the roll, as all the loafers had come in, when the door opened, and the grizzled visage of Uncle Billy Daniels appeared in the aperture.

"Hello, Uncle Billy," "How do, Uncle Billy," "You here ag'in, Uncle Billy? Thought you was dead!" "Bully for you, uncle. Just needed somebody to take the chair," were some of the greetings which were showered upon him almost with one breath.

"Yes, it's me," said the patriarch, as he stepped inside and slowly and painfully of all." closed the door after him. "It's me vit: but the Lord knows it's mighty nigh bein' somebody elst;" and then we noticed that he carried a crutch and limped s he walked.

"Why, what's the matter, uncle?" "Sakes alive? what ails you?" "Hain't the door and was soon lost to view. sick, be ye?" were fired at him from all sides, and several of the loafers made places for him by the stove, and conducted him in state to a chair.

"Waal, boys, it'd be more like fer me than to tell ve what is. I'm a tarnation old wrack, that's what I be-a total and onconditional old wrack. Say, any o'

Half a dozen plugs and as many papers ships of commerce, by the employment of fine cut were tendered him. Uncle ships of commerce, by the employment of line cut were tendered and some changes in their of a few guns and some changes in their Billy selected a piece of black twist, erty to the value of \$100,000. structure. Thirty-nine others are capa- and pulled off a liberal allowance. Part of this went between his toothless jaws, and the balance he held and gently rolled between his fingers as he talked.

"Terbacker hain't what it uster be, he soliloquized. "I uster git toback-

"But say, Uncle Billy, you didn't tell us what made you lame.'

"Bless me; guess I didn't. I didn't, did I, boys? Waal, that's a fack, I didn't. Beats all how fergitful a feller'll git. Now, I uster remember like a cuss. uster pride myself on allers rememberin' everything. Never forgot nothin' C'd tell ye to the day an' hour jess what I'd done fer the month past. Now my ful. Never c'd remember nothin'

Oncet when we was -"But say, Uncle Billy, did you break your leg?"

"No. Don't interrupt a feller."

"Yes, but you were going to tell us what made you so lame."

day. Hold on, now, but I guess it was of a Tuesday, arter all. It was the day but one arter Jim brought home them yoke of steers he got f'm Pete Snyder. Say, a cuss whose. Yist'day Jim had 'em hitched up, 'n' he tried 'em on a log, an'

cuss me, if -"Was it the rheumatiz that made you lame, Uncle Billy?" asked Jack Jones.

"Well, what was it, then?"

"If you'll keep still for a minute, young feller, mebbe you'll find out. I document, it was easily seen by the lawwas just a tellin' of ye."

telling about Jim's steers."

the blamed roomertiz.

'what's the best word with ye, this managed to secure his verdict. mornin'?' "'Nothin' very good,' ses I. 'I've be'n when a gentleman called on him one day,

took down agin with the bloody roomer-tize any not to be a deceiving of vatiz, an' not to be a deceiving of ye, granny, I never felt so tarnation mean on some note that you gave when you in all my borned days.'

kin help ye out of that, I reckon. Got Smith. "I hope then, sir, that you, in the in-"'Lordy massy,' ses she, 'uncle, but I any turkytime in the house?" "'Nary bit,' ses I.

where the mos' of the pain is, an' that'll Smith.

"Now, sir, I am President of the Somethe Prevention of Needless

'lowed it made me feel some better. But society I beg to say that we will stand all the costs of this suit." man, "if you put it in to-day, you can draw it out to-morrow by giving a fortagin, an' the more turkytime ma rubbed ag'in, an' the more turkytime ma rubbed Smith. on, the wuss I felt, an' finally I got Jim

"Hurt any, uncle?"

didn't hurt. It don't hurt to skin a fel- ment the man was gone he called to his ler alive, do it? It was nice. Somp'n'

like pullin' teeth, 'cordin' to my tell." And Uncle Billy's usually solemn visage spread itself into a derisive grin.

"Waal," he resumed, "I was purty nigh floored before, an' that made me wuss. I ketched cold f'm kickin' the kivers off, an' then this here bloody la was brought up, the lawyer on the opportunity grippy sot in an' I cum within one o' croakin' right there."

"We're glad to see you out again, anyway, uncle. Was it the grippe or the blisters that made you lame?"

"Blisters? No. Them's well. 'Twan't the grippy, nuther." "What was it, then?" queried Jones

"Say, young feller, ef you'd a kep' still a while ago, you'd a found out. When Jim had his steers hitched up to that air saw lawg, yist'day, the tarnation and took out a bottle lawg slewed around and whacked me one right onto my left laig. That's what ailded me an' made me the mos' lame

And then, as Uncle Billy concluded his narrative, he centered a spittoon about ten feet away with an accumulated quantity of tobacco juice, tied his faded scarf once more about his wrinkled and bearded throat, hobbled slowly toward

GEO. L. THURSTON.

Verdict for the Plaintiff.

to tell ye what hain't the matter of me kindness for Mr. Smith, which Mr. Smith at that time was not able to repay. Smith, then, half in humor and half in earnest, gave the following note to Mr.

> "For value received, I promise to pay John Jones the sum of \$10,600, providing that at the time this note is presented, I shall have accumulated prop-

> The young men separated. Smith was a very shrewd brain, and in time he be came wealthy. He located in St. Louis Mo., and Jones heard nothing from him Jones, in the meanwhile, never got along in the world. He was of too generous a disposition, and then, again, he had a run of hard luck, until at last he found him self, as the physician told him, close to death's door, and he realized that his wife and family would be left in want. In rummaging through his papers and assorting them out for him, his wife came across this note for \$10,000.

"Who was this Mr. Smith that you went to college with?" she asked him. "Oh, he was a friend of mine at that time. He went to St. Louis. I believe that he is now very wealthy."

"And how about this note which you

"What note?" asked Jones. "Let me His wife handed it to him, and Jones

"That is no use, I expect," he said. "I applied to Smith for some little help that he might easily have given me. It is not some little help that he might easily have given me. It is not so ? he might easily have given me. It was them? only a matter of recommendation, not

it up. But his wife did nothing of the sort.

"It is perfectly legal," said the young man, "but there might be some difficulty in collecting it. You see, we would have to prove that he was worth at least \$100.000, and that is sometimes a difficult thing to do. But I haven't any too much business, and if you like I will take this note in hand—it will cost you nothing—and so what can be done with it.

Bady in drug store (who has just taken a dose of belladonna, picking up a hand mirror)—Oh, my! My right pupil's ever so much larger than my left.

Drug Clerk (gravely)—You probably \$100,000, and that is sometimes a difficult "I say, did the rheumatiz make you note in hand-it will cost you nothing-

and see what can be done with it." The lawyer wrote to Mr. Smith, and side, madam. received an answer repudiating the affair altogether. He had no recollection of it. yers of the other side, could be proved to be a genuine note. Their defense was "No you weren't, either. You were that Mr. Smith was not possessed of \$100,000. A schedule was then drawn Uncle Billy glared in silence upon his up, showing the actual possessions of inquisitor for a moment, and then reounsitor for a moment, and then returned:

to \$99,700. Into it had been put all the property of Mr. Smith that could be easily traced, and the young lawyer was house, an' I was flat onto my back with nonplussed as to how to prove that Mr. Smith owned more than this amount. Smith, however, was a very avaricious "'Mornin' to ye, uncle,' ses she, man, and thus it was that the lawyer

Mr. Smith was sitting in his office,

were a young man. Is this true?"
"That is perfectly true," said Mr.

terest of the community, will fight the suit to the last inch."

"I quite agree with you," said Mr. Basswood, log-run ...
Blich, log-run ...

"Waal, Jim he got the turkytime an' clearly for the Prevention of Needless the old woman she rubbed it on, an' I Litigation, and as the President of that "That is very good of you," said Mr.

"In order to show you that I am not mak on, the wuss I felt, an' finally I got Jim ing a promise that I am unable to fulfill to heat some flatirons an' put to my back I have the pleasure of giving you a check an' laigs, an' I'll be tetotally chawed up if it didn't raise blisters everywhere them irons teched."

"Hurt any uncle?"

I have the pleasure of giving you a energy for \$500 with which to bear the preliminary expense of the suit. If it comes to more, I hope that you will call on us."

Mr. Smith took the check and looked

"Hurt any, uncle?" at it rather dubiously. He evidently ex-"Hurt! Thunder an' blazes! No, it pected that it was bogus, and the mo-

'Take that check to the bank and collect the cash on it if it is any good. don't think myself that it is."

But when the clerk came back he said the check was perfectly good, and he handed to Mr. Smith the \$500.

When the case came into court a few days later, and the schedule for \$99,700 site side offered to give proof that Mr. Smith was possessed of more money than this. Mr. Smith had received, he claimed, a check for \$500 only a day or two before, and in evidence his check was produced as having been collected by Mr. Smith and paid to his order. That settled the matter. Mr. Smith's wealth was, therefore, over \$100,000, and the result was a verdict for the plaintiff.

Dr. Jenkinson and Dr. Rybold.

From the Chicago Tribune.
"This," said the man who was traveling on the cars, as he opened his valise called Dr. Jenkinson's Indispensable. never travel without it. It is the best and most agreeable tonic now on the market, by all odds." . "I am not so sure about that," replied the man who was occupying the seat with him. "I have here (and he opened his own valise and took out a bottle) a tonic called Dr. Rybold's Extract, which I have used for several years, and consider it the very best preparation made. No man ought

'I have no doubt it is a fairly good medicine in its way," broke in the other, "but if you had ever tasted Dr. Jenkinson's Indispensable you would throw that stuff of yours away.

"I know all about Dr. Jenkinson's nos-When John Jones and James Smith trum, sir. I know exactly what it is were young men, Mr. Jones did a great made of."

"You do, hey?"
"Yes, sir; and I know Dr. Rybold's Extract is made from precisely the same formula, only from pure materials, instead of the vile and adulterated ingred

ients old Jenkinson uses." "It's made from the same formula, is it?

"Exactly the same." "You lying old ignoramus, how do you know what it is made of?"

"How do I know, you insulting old coundrel? I'm Dr. Rybold, sir." "I am glad I have found you out, you

infernal villain. I am Dr. Jenkinson.' Niagara Falls in Art.

The Michigan Central, "The Niagara Falls Route," has published a remarka bly fine reproduction of Graham's water-A limited numcolor of Niagara Falls. A limited number will be furnished the public at fifty cents each, which is much less than their more than two copies will be sent to any one address. Send postal note or money order for the amount to O. W. Ruggles General Passenger and Ticket Agent Chicago, Ill.

Questionable Proof of Merit.

Old Gent (looking for a pair of stout shoes for boy)-Can you warrant these shoes?

Dealer-A messenger boy.

the money to fight, and I have not. I office, in the city of Grand Rapids, Mich., think the best thing to do is to tear on Wednesday, March 5, 1890, at 1 o'clock p. m., for the election of thirteen directors constituting a board to serve She took it to a young lawyer of her acquaintance and asked him whether anything could be done in the matter or presented at the meeting.

J. H. P. HUGHART, Secretary.

The Phenomenon Explained.

m the Detroit Free Press. Lady in drug store (who has just taken

Crockery & Glassware

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•	White Oak, 1/4 sawed, Nos. 1 and 2 42	00@4

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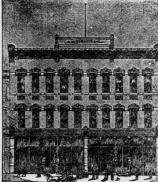
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WILD OATS.

eyes followed those of her child, and for an instant she gazed vaguely at the bearded man with the foreign air and the elegant attire, but there was not a gleam

of recognition in her dull blue eyes.
"Come, Lucy," Albert remarked, in a voice which he strove to make steady, "let us go home. I think you have had enough of the immigrants.;

Something unusual in his voice or his manner startled her. He was very pale, but a small red spot burned in the middle

of each cheek.
"Why, I really believe you are angry because I found your flaxen-haired countrywoman unpoetic," she cried, gayly. "Well, every one to his taste. I, for my part, prefer to take my Norseman duly diluted—garni en Americain, if you please—re-costumed mentally and physcally by the masculine equivalent for Worth. Au naturel, he is too strong for me."

Albert was far from relishing this kind of pleasantry; but in his present mood he had no heart for a dispute. He helped his wife silently into the carriage, and ordered the coachman to drive home.

It was about 11 o'clock in the evening. It was quite dark in Castle Garden. A few scattered gas-jets burned under the wide rotunda in rings of steam and dust, the atmosphere visible.

It was yet half an hour from midnight when a well-dressed gentleman, having shown the door-keeper his card of admission, entered the inner enclosure and mission, entered the liner encounter and wonderingly, as it she had not quite picked his way cautiously among the sleeping figures, stooping now and then to scrutinize some face which attracted to be a stooping forward and flinging her her, she sprang forward and flinging her his attention. He had a haggard and careworn look, and his movements were no, don't take him from me! You hesitating and reluctant, as if it were but a strong sense of duty which urged him Albert, dear; you would not leave your on. Nearly twenty minutes elapsed before he paused in his search. Upon the bare floor at his feet, amid a confusion of boxes and bundles, lay a sleeping peasant woman, and a little flaxen-haired boy was reposing with his body upon a wadded petticoat and his head in his moth-not take me away. I would kick him if er's lap. There was something touching he dared." in the care she had bestowed for his comfort while having no thought for her own; it was pretty, too, to see her rough, toil-worn hand resting unconsciously upon his head, as if to protect him from turbing the two sleepers. He was even for a moment tempted to withdraw without making himself known to them. But the sight of the boy, whose features, as he plainly saw, bore a vague resemblance to his own, drew him back and quickened the shoulder. She did not sur. He then seized her arm and shook her, but she only turned and continued her heavy sleep. At his third effort he was equally unsuccessful; it seemed impossible to It then occurred to him to wake the child, and to his surprise the boy sprang up the moment he touched him. He stared fearlessly at his disturber and asked him, defiantly, what he

to speak to her.'

But the sound of the child's voice had already roused the woman; she arose somewhat wonderingly, gazed timidly at

emotion, or, at least, surprise. Instead of that, she lifted her eyes to him with oughter have know'd better, but I didn't. among young, inexperienced salesmen, an embarrassed smile, wiped her hand, God forgive me peasant fashion, on her apron and ex-

tended it to him.

"Well' now," she remarked, hesitatingly, "isn't that queer? I didn't know you."

Her embarrassment was to him pathetic, and her extreme deference inexpressibly painful. That there was considerable feeling hidden under this impassive mask he knew full well, and he knew, too, that the disappointment of their meeting was hardly less terrible to her than it was to him. But the Norse peasants are an undemonstrative race; they do not know the language of emotion.

Has placed the generous impulse which his pity had prompted, he gave a sigh of relief; and rising from his kneeling to take his leave.

"If you are in need of money, Gerda," of the offer following upon such a scene seemed horribly sordid), "I need not say that I shall be happy to supply all your wants."

"Oh, yes, yes," she answered, vaguely; "it's very nice of you to say so. But I don't need nothin'. My father left me ficiency or cheapening of the cost of doing business.

"In spite of the generous impulse which his pity had prompted, he gave a sigh of relief; and rising from his kneeling that of the way of killing trade than by inducing customers to buy either in excessive quantities or of goods that are not salable. Take him all in all, however, the drummer is a valuable member of the community; to dispense with him of the manner of distributing merchandise, with no prospect of improvement in efficiency or cheapening of the cost of doing trade than by inducing customers to buy either in excessive quantities or of goods that are not salable. Take him all in all, however, the drummer is a valuable member of the community; to dispense with him position, he whipped the dust off his pity had prompted, he gave a sigh of way of killing trade than by inducing customers to buy either in excessive quantities or of goods that are not salable. Take him all in all, however, the drummer is a valuable member of the community; to dispense with him position, he whipped the dust off his position, he will are leave.

"If you are in need of money, Gerda,"

Gerda," he replied, gently. "You have the parish talk, I shouldn't be a bit sorry to be home again."

erous impulse would be too terrible. He had not the strength to contemplate them, far less to bear them. He must be well on his guard so as not to be surnessed about. But it was but for a moment; the pain nestled deeply about his heart, though prised into disadvantageous concessions; he did not dare to meet her guileless roused her from her slumber.

"And why did you come here now, Gerda, after so many years? You ought to have come before or not at all." His change of tone startled her, but

thrivin'. Then my father died, too, and The Michigan Tradesman thrivin'. Then my father died, too, and I had nothin' more to keep me. But, beggin' your pardon, you used to be so sorter talkative and friendly-like and not a bit grand; and then—and then—I thought you wouldn't mind," she finished, des-

perately.
"Well, to be frank with you, I do mind," he said, with a severity of which he would not a moment ago have thought himself capable. "Oh yes, yes, you might well say so!"

she responded, pitifully, resorting in her distress to her customary phrase. "I sorter of knowed at the start, before I soup as went to my head; and the coffee was sorter queer, too. But, beggin' your leave, sir, I made a mistake, as I oughtn't to have done at my time of life. And we won't trouble you any more. We'll go back to-morrow, and then the boy can leastways say he has seen his father."

The meek and dispirited way in which she uttered these words, waiving her rights, and only conscious of the spiritual gulf which divided them, cut him to the calculated to reflect credit on their saquick. If she had indignantly recited gacity. But whether the proposition is her wrongs, it would have been easy to shake her off. But this magnanimity, which took more account of his feelings than of her own, betrayed, after all, a fineness of perception of which her exterior gave no evidence. She made him appear mean and contemptible in his own sight, and he writhed under the sense of his own baseness. Nevertheless, he could not protest against her

resolution wide rotunda in rings of steam and dust, and served but to make the density of Gerda," he said, rather from a desire to their recent convention. Only those repair his own self-respect than from any

"The boy! the boy!" she repeated, wonderingly, as if she had not quite

The boy clenched his fist and gazed defiantly at his father.

"I will stay with you, mother," he said, soothingly; "the strange man shall

She remained for several minutes kneeling with her arm about her son's neck, but the sudden passion had quickly spent itself, and when she looked up again her face wore its former expression any harm that might come to him it this great foreign land. The gentleman stood long contemplating the group before dispanful, and if it had not been for the lesire to put himself in a more favorable light, Albert would not have tarried. The twilight round about, with the small, sparsely scattered gas-jets and the dole ful chorus of heavy breathing, oppresse him and made him yearn for the fresh to his own, drew him back and quickened the voice of his conscience. Finally he stooped down and touched the woman on the shoulder. She did not stir. He then seized her arm and shook her, but she head the light from above fell dimly upon her countenance, and its dumb pathos struck him with strange force. A fortunately—he is their chief reliance great wave of pity swept away all pusil-lanimous considerations and he flung of the goods to the trade for which they himself down at her side, seizing her hands and gazing intently into her eyes.

"Gerda," he broke forth, in a hushed breathless voice, "I have been faithless wanted.
"I want you to wake your mother,"
answered Albert (for, of course, the stranger was no other than he), "I want to speak to her."

Thave a wife here! I don't ask you to spare me.
Do as you think best; I shall not complain." He bent eagerly forward, watching her unresponsive face with anxious scrutiny.

"I know'd something was wrong with you," she said, simply. "But there is no help for it now. I wouldn't give your the strange visitor, and then, in her be wilderment, made a deep courtesy.
"Gentlefolk out walkin' so late?" she observed, in her broad peasant dialect, "perhaps you know somethin' of my thusband, Albert Westerholm." and I am a plain peasant woman, and I am a plain peasant woman, and I never be nothin' else. We don't match now, as once we did, when we was both young and silly. God have pity on us! You didn't mean no harm, and you was born of genteel folks, harm to be man, and I am a plain peasant woman, and I am a plain p and you couldn't help growin' inter the load is sometimes too strong to be resorter chap as your own folks was. I sisted, but this fault is common chiefly

In spite of the generous impulse which there is

on.
"I should not have known you, either, it. If it wasn't for the neighbors and

"Yes; I had a hard time with this boy.
God bless him. I have never been quite
the same since he was born."

to be nome again."
Her voice broke a little at the last
words, and there was a nervous twitching at the corners of her mouth; otherthe same since he was born."

He did not know what to answer, and there was a long, awkward pause. The thought rose dimly in his mind how she must have hungered during many weary years for this meeting; how her simple fancy must have pictured the mutual joy of their reunited lives, and how bitterly he would in her place resent such a monstrous wrong. And yet, the

such a monstrous wrong. And yet, the consequences of a surrender to his gen-When he felt again the fresh air about

soon again he was calm. he must smother his pity, and under a stern mask hide his bleeding heart. The courage almost failed him, however, and his house, went to his wife's room and

"Why, Bert," she exclaimed, as she sat up and flung her hair back from her shoulder, "how you frightened me! You look as if you had seen a ghost."

the splendor of his person was to her simple soul so awe-inspiring that she lacked spirit to resent it.

"So I have, Lucy," he said, mournfully, "and that is what I wished to talk with you about. The peasant woman you saw this morning—"

edly, then heaved a sigh of relief, and ity and brand of an article, as well as to

said, calmly, "and that suffices me. I don't wish to hear your story. Every man, they say, must sow his wild oats, but he needn't ask his wife to help harvest them. You are my husband now. What you were I do not wish to know."

one suppressed a yawn, nestled down luxuriously among the pillows, and looked at the wall beyond. He sat long listening to the light rhythm of her listening to the light rhythm of her breath while she dozed off into her untroubled slumber. An overwhelm is set eyes on you, that things was goin' all wrong. I dreamed bad dreams on shipboard, though it may have been the beat HJALMAR H. BOYESEN

Some of the Annoyances Incident to a Drummer's Life.
From the Merchants' Review.

It has probably occurred to the mem-

bers of the Farmers' Alliance by this time that their resolution proposing the extermination of that valuable factor in trade, the commercial traveler, was not gacity. But whether the proposition is commendable or not, there will be no dis-puting the difficulty of enforcing it, and the class aimed at is not likely to worry itself over the matter, as no one knows better than the drummer how necessary he is to the proper distribution of the necessaries of life. Necessary though he may be, yet, considering the importance and arduous nature of his duties, they are not so remunerative as to call for the expression of such sentiments who have carried a "grip" "the road" can form the slightest idea of the drawbacks of the drummer's avocation, and the generally inadequate extent of its rewards. When a customer has been secured by frequent visits and an expenditure of skill and patience that would surprise the uninitiated, the rest is by no means easy. There is always the danger that travelers for rival firms will secure him, and the drummer has to be constantly on the qui vive in order to retain the trade. Many of the drummer's troubles are due to the neglect or mistakes of shipping clerks and book-keepers at headquarters. First-class customers are either lost entirely or made so angry as to endanger them and the the relations between salesman by the assiduity of book-keepers in sending in statements before they are due, or by drawing on the customer before he has had time to check the invoices, or by errors in accounts. the delay in shipping goods ordered in a hurry is a fruitful cause of trouble to traveling salesmen, also the careless marking of goods, which causes them to go astray; in the meantime the customer becomes disgusted and orders from an other house. When such instances oc cur, the traveling salesman has a hard When such instances octime of it in pacifying patrons. To the merchant, the drummer generally serves

however large, rarely satisfy the firm; the cry is always that he is selling too low. Interspersed between these hints come requests to stir up his customers and hasten collections. Customers also help to make the drummer's lot a bur-

are intended. Lest the salesman should

way too complacent and have too easy a

time, the firm generally provide a sure specific in constant notifications that his

route must be worked over more energet

ically and his trade extended.

One of the attractions at a church fair recently held in this city was a lottery conducted on a small scale. Ten per-sons contributed ten cents each. Each sons contributed ten cents each. Each subscriber drew a slip of paper from a hat. The slips were numbered from 1 to 10. The papers were then placed in another hat, and a monkey was allowed to pick one out. The person who, at the first drawing, had obtained the slip selected by the monkey, was entitled to 90 cents, 10 cents going to the fair fund.
After each drawing by the monkey, the slips were destroyed. One night a young man won over \$20 at this little game of chance. Nearly every time, the monkey drew the slip this young man had selected at the first drawing. Those present mar-velled at the young man's luck, and but for an accident they never would have ascribed his winnings to any cause but good fortune. Every slip of paper the young man drew he rubbed with a piece of lump sugar. Of course, the monkey's weakness for sweets led him to pick out the sugared slip. The young man dropped the piece of sugar while he was rubbing it on a slip, and then his smart little game was discovered.

"Professional Pricers."

Quite peculiar are the clever men and women who are known as "pricers," and who are employed by the proprietors of the great shopping stores to learn the "Oh yes, you might well say so," she answered, awkwardly pulling at the corners of her apron; "but I didn't know you was alive until four weeks ago; a kinsman of ours came from America, and he told me for sure you was alive and salive and he told me for sure you was alive and salive an

sank bank among the pillows.

"You are a truthful man, Bert," she ladies who scarcely know what they want, and so ask about many things.

WANTED.

POTATOES, APPLES, DRIED Creamery Outfit For Sale or Trade 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. rence: First National Bank, Chicago, Michigan Tradesman, Grand Rapids,

TIME TABLES.

Grand Rapids & Indiana

	Arrive. Leave	
	Traverse City & Mackinaw 7:10 a :	n
	Traverse City Express 9:20 a m 11:30 a 1	n
	Traverse City & Mackinaw3:15 pm 4:10 p	m
,	From Cincinnati 8:50 p m	
	Cadillac (Mixed) 6:30 p	m
	Through coaches for Saginaw on 7:10 a m and 4:10	n
		•
	m train.	
	Cincinnati Express 7:15 a:	m

Cincinnati Express. 11:45 a m Cincinnati Express. 5:30 p m From Mackinaw & Traverse City..10:40 p m From Cadillac. 9:55 a m

Muskegon, Grand Rapids & Indiana.

In effect Nov. 10, 1889.	
Arrive.	T
10.15	
00 a m 10:15 a m	1
00 a.m. 10:15 a.m. 3:45 p.m. 10:16 a.m. 3:45 p.m. 10:16 a.m. 3:45 p.m. 10:16 a.m. 10:16	
10 th III	1 5
10 p m 6:20 p m	
eaving time at Bridge street depot 7 minutes later.	
brough tickets and full information can be had by	
hrough tickets and full information can be had by	
ling upon A. Almquist, ticket agent at depot, or	
D. W. Munson, Union Ticket Agent, 67 Monroe St.,	
and Ranids Mich.	_

C. L. LOCKWOOD, Gen'l Pass. Agent. Detroit Grand Haven & Milwaukee.

Donoit, arana maria	
GOING WEST.	
Arrives.	Leaves.
+Morning Express12:50 p m	1:00 p m
+Through Mail 4:10 p m	4:20 p m
+Grand Rapids Express10:40 p m	
*Night Express 6:40 a m	7:00 a m
+Mixed	7:30 a m
GOING EAST.	
†Detroit Express	6:50 a m
+Through Mail	10:20 a m
tEvening Express 3:35 p m	3:45 p m
*Night Express10:30 p m	10:55 p m
+Daily Sundays excepted. *Daily.	
Detroit Everess and Evening Express ha	ave parlor
cars attached and make direct connections	in Detroit

cars attached and make direct connections in Detroit for all points East.

Morning express and Grand Rapids express have parlor cars attached. Night express has Wagner sleeping car to Detroit, arriving in Detroit at 7:20 a. m.

Through railroad tickets and ocean steamship tickets and sleeping car berths secured at D., G. H. & M. R. y offices, 23 Monroe St., and atthedepot.

JAS. CAMPELLO. City Passenger Agent.

JNO. W. LOUD, Traffic Manager, Detroit. Toledo, Ann Arbor & Northern. For Toledo and all points South and East, take te Toledo, Ann Arbor & North Michigan Rail-

the Toledo, Ann Arbor & North Michigan Railway from Owosso Junction. Sure connections at above point with trains of D., G. H. & M., and connections at Toledo with evening trains for Cleveland, Buffalo, Columbus, Dayton, Cincinnati, Pittsburg, Creston, Orville and all prominent points on connecting lines.

A. J. Paisley, Gen'l Pass. Agent

A.D. Spangler & Co

WHOLESALE DEALERS IN

EAST SAGINAW, MICH.

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

I have on hand a complete creamery utfit, consisting of the following: One 200-gallon square churn. Two 200-gallon cream vats.

One Mason butter worker. Six galvanized gathering cans.
One Reids' shipping box, to hold 120 ounds of butter in trays.
One I. X. L. butter print machine pound prints.

Two skimming pails, covered. One strainer pail. One buttermilk strainer. A quantity of glass testing tubes.

Lot of pointed skimmers.

About 100 5½-gallon Fairlamb setting

Will sell the whole outfit at a bargain It is all practically as good as new, having run but four months. The country here is too new for the business. I will sell this at a big discount for cash or good security, or will take in trade a good team of work horses. Would take a good Perkins or Hall shingle mill or a planer and matcher, but machinery must be in good repair, practically as good as new. If parties have a good shingle mill without power, will pay the differ-ence. Is I can not sell all together, will sell any of the articles separate.

JOHN KOOPMAN Falmouth, Mich.



Fehsenfeld & Grammel. (Successors to Steele & Gardner.) Manufacturers of

BROOMS!

Whisks, Toy Brooms, Broom Corn, Broom Handles, and all Kinds of Broom Materials. 10 and 12 Plainfield Ave., Grand Rapid



The Only House in the State which Puts Goods Up NET WEIGHT. NO CHARGE FOR PACKAGES.

CODY BLOCK, 158 EAST FULTON ST., GRAND RAPIDS, MICH



GEO. H. REEDER, Lycoming Rubbers

Medium Price Shoes.

Grand Rapids, Mich.

CASES & FILLERS EGG

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

No. 1—30-doz. Cases, complete....

LAMOREAUX & JOHNSTON, 71 Canal St., Grand Rapids.

Putnam Candy Co.,

FLORIDA ORANGES, LEMONS, NUTS, ETC. WM. SEARS & CO.,

Gracker Manufacturers,

37, 39 and 41 Kent St., Grand Rapids.

PERKINS & HESS Hides, Furs, Wool & Tallow NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN. WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

FRUITS AND PRODUCE Foreign Fruits, Nuts, Dates, Figs. 16 and 18 North Division Street, Grand Rapids

Alfred J. Brown,

EDWIN FALLAS.

Butter, Eggs, Fairfield Cheese, Foreign Fruits, Mince Meat, Nuts, Etc. Oyster and Mince Meat Business Running Full Blast. Special Bargain in Choice Dairy Butter. Let your orders come.

Office and Salesroom, No. 9 Ionia St., Grand Rapids, Mich.

Grand Rapids Fruit and Produce Co.,

FOREIGN FRUITS.

Oranges, Lemons and Bananas a Specialty. 3 NORTH IONIA ST., GRAND RAPIDS.

MOSELEY BROS.

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

26, 28, 30 and 32 Ottawa St., - -GRAND RAPIDS.

BUILT FOR BUSINESS

Do you want to increase your trade in a safe way?

Do you want to do your customers justice?

Do you want the confidence of all who trade with you?

Would you like to rid yourself of the bother of "posting" your books and 'patching up' pass-book accounts?

Did you ever have a pass-book account foot up and balance with the corresponding ledger account, without having to "doctor" it? Do not many of your customers complain that they have been charged for items they never had, and is not your memory a little clouded as to whether they

Do you not want pay for all the small items that go out of your store, that yourself and clerks are so prone to forget to charge?

Then why not adopt a system of crediting that will abolish all these and a hundred other objectionable features of the old method, and one that establishes a

A new era dawns, and with it new commodities for its new demands; and all enterprising merchants should keep abreast with the times and adopt the

Candies. Tradesman Gredit Goupon Book,

Which is now in use by over 5,000 Michigan merchants, in every case giving the most unqualified satisfaction.

PRICE LIST.

Goods prepaid to destination where cash accompanies order.

WE SHALL BE PLEASED TO SEND ANY NUMBER OF ANY DENOMINATION OF BOOKS, AT REGULAR PRICE, AS A TRIAL ORDER.

The Tradesman Company,

SOLE OWNERS AND MANUFACTURERS,

MICH. GRAND RAPIDS,

F. J. DETTENTHALER.



Mail Orders Receive Prompt Attention. See Quotations in Another Column CONSIGNMENTS OF ALL KINDS OF WILD GAME SOLICITED.

GROCERIES.

Gripsack Brigade. L. M. Mills has concluded to dispose

of his drug stock at Blanchard. Geo. F. Owen, L. M. Mills and Jas. N.

his house by illness for the past month, is out on the warpath again.

Those wishing invitations to the traveling men's ball, either for themselves or friends, should communicate with Geo. F. Owen, 181 Jefierson avenue.

Daniel Lynch's traveling force for 1890 comprises J. C. Watson, N. A. Parker, John M. Shields and H. B. Amer. The latter covers the city trade of the house.

John M. Shields, for several years past shipping clerk for Daniel Lynch, now represents that house on the road, covering the trade formerly seen by Willis P.

A Hesperia correspondent suggests peria, in the vain endeavor to keep up with Frank Utley.

W. J. Richards has concluded to re Westfield, Mass., another year. He will cover Michigan and all the Northwestern States to Puget Sound.

Jas. N. Bradford has purchased stock in the Olney & Judson Grocer Co. and will hereafter "carry a key." "Jim" is a hard worker, and richly deserves all the smiles Dame Fortune can lavish upon him.

Murphy, Wesey & Co. have presented the M. C. T. A. with three handsome office chairs and a Detroit safe factory has replaced the fold safe with one of more modern appointments at a moderate

D. G. Crotty, formerly with Henderson travel for Monroe, Rosenfield & Co., of Detroit, carrying a line of notions and fancy goods to the trade in Western and Northern Michigan.

Cornelius Crawford was the owner of a drug stock, at Middleton, for about one hour one day last week. He took the McLeod & Co. stock on a bill of sale, stock here. subsequently disposing of it to D. I Meeker, of Perrinton.

Must Make Better Butter. While factory creamery butter readily commands 26@27c per pound and gilt edge dairy butter is always in active de mand at 20@30c per pound, the country is literally glutted with poor farm butter which has no particular market value anywhere and is a source of annovance and loss to everyone who is connected with the sale of the article. Referring to this subject, the Allegan Gazette remarks

Most of the time of the dairymen's convention will be occupied with dis cussion of domestic methods of butter and cheese making. There is need enough, too, of the butter part of the programme, in view of the great amount of the miserable grease annually sold Stegeman recently said he had 2,000 board, or fifty dollars without board." pounds here and 4,000 pounds more in Chicago for which he paid sixteen cents, take fifty dollars a month and ate meself, take fifty dollars a month and ate meself, and which he would be glad to sell for or I'll take thirty dollars, and lave me

Poor butter appears to have also become a strong competitor of 4 cent tallow, judging from the following circular from a New York tallow exporter:

lieved us of a considerable quantity of choice at good prices. But the very heavy production of butter in this coun try this winter and big yield and exports of oleomargarine have resulted in lower—much lower—prices. Cotton oil, lard and lard greases are so cheap and abundant and the present shipments to Europe of tallow from other countries are so great that tallow seems unlikely to go much higher for quite a while.

The lesson to be drawn from the situation is that the average farmer stands in his own light in not making a better article of butter. Instead of continuing to produce an article for which there is no sale at remunerative prices, he should so improve his product that the market would seek him, instead of being constantly compelled to seek a market him-

Wool, Hides, Furs and Tallow.

Manufacturers abstain from buying wools only (as they are obliged to in order to run their mills. They watch with care to avoid loss, hence the January sales are limited. With the firmness abroad, prohibiting importations, our home market must sooner or later respond and fall into line with that of Europe. Wools suitable for combing and worsteds, especially of the finer grades, are sought after and wanted, while territory and heavy shrinkage fleeces are neglected and sold at 1c off.

Hides have apparently touched bottom

and are on the turn for better prices Hides taken off from July to December will bring a slight advance, while January to June, being the poorest in qualor even strength to the trade, east or ticed upon the most unimportant cus-Bradford are no longer disciples at the west, but tanners have never before bought at so low a price, and, conse-J. H. Brill, who was ill at St. Mark's quently, take all that are offered and fill happens, but in nine cases out of ten it want his place." Investigation found Home for about six weeks, left for his their houses. They have now three to is the honest merchant who succeeds.

N. A. Parker, traveling salesman for Daniel Lynch, who has been confined to Daniel Lynch, who ha oleomargarine and lard.

Furs are dull and lower, awaiting the result of the London sales this week.

Fighting Fire with Fire at Lake Odessa.

LAKE ODESSA, Jan. 25, 1890.

Editor Michigan Tradesman: Last Saturday the Patrons of Industry closed contracts with the following firms in our village:

McCartney Bros., dry goods Fred Miller, clothing and boots and

E. F. Colwell & Son, hardware.

This, with the grocer already arranged with, completes the list, and, according to the P. of I. plans, the remainder of the dealers will have to emigrate. This, that Max Mills' recent illness was caused of course, would seem a hardship, as by his eating too much turkey at Heshave built their stores and shops, and, I venture to say, are owing on them. has been truthfully said that Lake Odessa is the only town yet heard of main with the Massasoit Whip Co., of since the P. of I. came into existence where the merchants ran after the organization, which must, if they carry their point, tear down and ruin every

A few evenings ago our citizens called a business men's meeting and all universally adopted deep-cut prices on explain itself:

TO WHOM IT MAY CONCERN.

As we, citizens of Lake Odessa and surrounding country, have no direct opportunity of buying clothing or gent's furnishing goods, except to patronize one store in the village which has recently signed a contract to sell certain D. G. Crotty, formerly with Henderson persons at less price than to others, we, & Peterson, of Muskegon, has engaged to store which will furnish goods to all at one uniform price; and we, the undersigned, hereby pledge ourselves to pat-ronize and use our influence in their be-

Signed by 110 good, reputable citizens Later—It is reported that one or two parties will visit our village at once, with a view to locating with a first-class

In a Book Store.

Workman-What might that be, mis-

Book Clerk - That's Shakspeare's

vorks. Workman-What's them? Clerk-Why, his plays, you know. Workman-Durn me if I know how

man's play can be his work.

Great Luck.

"I vas in great luck." "How vas dot?"
"Vy, I find \$500 yesterday belonging to dot miser, Marx, und ven I gif it back to him dis morning he nefer sharge me

no interest for der use of dot monish for twenty-four hours." "Marx vas getting shildish."

A Clearer Statement.

"Now Patrick, in regard to wages, I'll "Now Patrick, in regard to wages, I'll of another. It was some years ago, give you thirty dollars a month, with when, as a mere boy, he was tramping

The Grocery Market.

Sugars are quiet and a little lower. Canned goods are moving more freely. A while ago there was a demand from Raisins are higher, especially Ondaras. Europe for "edible tallow," which re- Crackers and sweet goods are down ½c

Elements of Success

To be a success, a merchant must in 'say what he means' and do it. A vacillating policy in prices, uary to June, being the poorest in qual-ity, are draggy. There is no excitement lack of confidence. A deception pract lack of confidence. A deception practiced upon the most unimportant cusomer has its inevitable rebound and consequent effect. Failure with the best and most honest management sometimes happens, but in nine cases out of ten it want his place?" Investigation found six months' supply ahead, being more than they have carried for some years.

A. T. Stewart, the dry goods prince of New York, always made it his invariable he has risen by degrees and made money, home at St. Clair last Saturday.

W. W. Gorball, formerly with Lemon
& Peters, but for the past two years on
the road for Hawkins, Perry & Co., has
gone back to the old love.

Frank Miles and wife are rejoicing
over the advent of a brand-new daughter, who arrived last Monday night and
tips the beam at 8½ pounds.

Tallow is low and dull. The demand is light and the supply large. The demand from Europe for edible tallow has
stopped, from the heavy production of

New York, always made it his invariable and yery few of his friends know how he gained his place.

The retail druggist is in a position to observe peculiarities of human nature in his customers, and it sometimes happens being a generous man; but the dry goods his customers bought of him were always the best policy. Deception is always the best policy. Deception is always the best of a physicians.

Among those firm soon permeates the entire establishment, from the confidential clerk in the is the diversity of opinion held by physiprivate office to the cash-boy at the counter, and many a defaulter or dishon-wholesome food, and what is harmful. est clerk has received his first lessons in One doctor will forbid his patients this, tarceny from his employer. Has not the traveling salesman often been instructed to deceive, and has not his compensation injurious. This evidently comes from oftentimes been based upon his power of the physicians judging others by themmisrepresentation? If he can or will selves, and excluding everything which work off old stock or inferior goods at prices which he and his employer know to be unjust and unfair, he is accounted subject to this criticism, but many of a smart man, sharp and shrewd, looking out for his employer's interests, to be rewarded for his falsehoods and gullible tomers. lowers. As long as he can successfully practice his nefarious arts upon the cus tomer, all goes smoothly for him at th house, but if the cheat be discovered by the victim, the firm will quickly disavow the action and throw all the onus on their pliant tool. Should the traveling man, in any way, by exaggerated expense accounts, or seek for gain by indulging in games of chance, how quickly is he pounced upon, "hauled over the coals" and denounced as a swindling vagabond, not fit to be trusted. Who offered him a premium for deception, and encouraged tional.

him in the devious ways of unfairness

As like begets like, so deceit practiced by employer produces similar traits in

employe. It engenders for each a mutual contempt. The robe of confidence,

which should be their common garment,

s rent in twain. It may be sewed to

gether again with the thread of circum-

stances, but the warp and woof of es-

teem and trust is forever unraveled, and the fair pattern of probity irredeemably

He Was Not a Purchaser.

"I would like to look at an overcoat,"

said a seedy-looking individual, entering

one of our leading houses the other day.

The gentlemanly clerk eyed him suspi

"Oh, that's no matter," said the seedy

stranger. "Show me something nice and

"Aha," thought the clerk, "one of

those fellows from the country with a

pocketful of money. Just watch me

He overhauled pile after pile of coats

but nothing suited. Finally he brought out a fine, soft coat, fur cuffs and large

good as a tailor would charge you eighty

The stranger looked at it carefully for

about five minutes, and the salesman'

sale. Then the seedy individual turne to the salesman and said with a sigh:

eyes sparkled in anticipation of an easy

"Thankee, sir, thankee. It's been so long since I've seed a good warm over-

cents. I jest wanted to see it, that's all

Taking Time by the Forelock.

One of the brightest advertising men

in Chicago made his rise through the fall

the streets of Chicago, broke and in

one afternoon he was walking through a down-town alley, tired and disgusted.

Happening to glance upward, he saw a

boy leaning out of a window. In a mo

Good-bye, sir, good-bye."

fur collar. Only forty dollars.

ciously for a moment, and then said:

"About what price?"

The law of 1885, providing for the incorporation of mercantile and manufacturing companies, has emerged intact from its constitutional test in the Supliant tool. Should the traveling man, following the example and precepts of an unscrupulous employer, deceive him compel the Secretary of State to accept the articles of association of a new manufacturing company, drawn under the provisions of the law of 1875, was denied by the Supreme Court on the 24th, and, in announcing its decision, the court held that the present law is unconstitu

them are, as can be testified to by the

The Law Held Valid.

which he had fallen, the man counted

the stories and then sought the stairway near by. Mounting the stairs, he dashed

into the editor's room, for it was the

office of the Prairie Farmer, and blurted

California's Beet Sugar Experiment.

The San Francisco Bulletin says that the California beet-sugar experiment is a "Last year 2,000 acres were planted, and yielded 13,500 tons of sugar beets, from which were extracted 1,650 tons of sugar. This was done at the Watsonville factory, which ran forty-seven days. The beets brought an average of \$5 a ton, and the farmers feel satisfied that they can raise them at a profit. They have guaranteed to greatly increase the acreage this year, and the output will probably be more than doubled."

The ditch digger is the man who always "gets in his work."

BUYERS.
G Ten Hoor, Forest Grove Smallegan & Pickaard, Forest Grove
J W Mead, Berlin
John Pikaart, Fremont
A E Bergy, Caledonia
E Young, Ravenna
C S Comstock, Pierson
Silas Loew, Burnip's Cors
A M Church, Alpine
D C Putnam, Douglas
J W Dunning. Hesperia
Jos Rodgers, Hastings J L Purchase, Bauer
H Dalmon, Allendale
Geo P Stark, Cascade
L M Wolf, Hudsonville
E E Hewitt, Rockford
Eli Runnels, Corning
Gilbert Bros, Trent
W H Morris, Evans
S T Colson, Alaska
J B Watson, Coopersville
Tucker, Hoops & Co, Luther
J N Wait, Hudsonville
John W Mead, Berlin
Gundrum & Co, Leroy
Thos Sloan, Dimondale
S C Scott, Howard City

E. J. Mason & Co.,

GRANT, MICH.

Preserves, Evaporated Apples

from wholesome fruit and are free from any adulteration or sophistication. See quotations in grocery price current.

PRODUCE MARKET.

Apples—Dealers hold winter fruit at \$2.25@ \$2.75 per bbl., Beans—Dealers pay \$1.25 for unpicked and \$1.30 for picked, holding at \$1.75 per bu.

Beets—40c per bu.
Butter—Dead as a mackerel, pretty fair grades
f dairy not being in even sluggish demand
f dairy not being in commission houses, jobbins locks as soon as spring opens.

Buckwheat Flour—\$4 per bbl. for New Y

stock.
Cabbages—\$5@\$6 per 100.
Cheese—Fair stock of full cream comma
11@12c.
Cider—9@10c per gal.
Cooperage—Pork barrels, \$1.25; produce bar

mands 15c per lb.
Ontons—Good shipping stock is scarce a high, \$1 per bu. having been offered by deal during the past week, without enough comit to the surface to fill all orders. Spanish stc commands \$1.25 pe 1box.

Pop Corn—4c per lb.
Pork—Buyers pay 4c, shipping out at 4½c.
Potatoes—There is a fair shipping dema from the South and East, but not strong enout to build any high hopes on. Dealers contit to pay 35@38c per bu.
Squash—Hu bard, 2c per lb.
Sweet Potatoes—Illinois stock commands per bbl.
Turnips—30c per bu.

Turnips-30c per bu.

PROVISIONS.

The Grand Rapids Packing and Provision quotes as follows:

Short cut
Extra clear pig, short cut
Extra clear, heavy
Clear, fat back
Boston clear, short cut
Clear back, short cut.
Standard clear, short cut, best SMOKED MEATS—Canvassed or Plain Hams, average 20 lbs...... 16 lbs...... 12 to 14 lbs Breakfast Bacon, boneless. Dried beef, ham prices.....

Lard—Kettle Rendered.

LARD-Refined.

30 and 50 lb. Tubs
3 lb. Pails, 20 in a case.
5 lb. Pails, 12 in a case.
10 lb. Pails, 6 in a case.
20 lb. Pails, 4 in a case.
50 lb. Cans.

BEEF IN BARRELS.
EXTRA Mess, Warranted 200 lbs.
EXTRA Mess, Chicago packing.
Boneless, rump butts.
SAUSAGE—Fresh and Smoked.
Pork Sausage.

FRESH MEATS.

Bologna Sausage, blood or head.

Mutton

Whitefish.

Fairhaven Counts

Standard, 25 lb. boxes. Twist. 25 "

Lemon Drops.
Sour Drops.
Peppermint Drops.
Chocolate Drops.
H. M. Chocolate Drops.
Gum Drops.
Licorice Drops.
A. B. Licorice Drops.
Lozenges, plain.
"printed.
Imperials.
Mottoes.

Moss Drops, in pails in bbls.

Sour Drops, in pails Imperials, in pails. in bbls...

Oranges, Florida, choice...

Ex. fancy,

"Malagas, choice, ripe..... Figs, Smyrna, new, fancy layers... "choice"...

Choice, H. P., G.... Roasted.

Brazils.... Walnuts, Grenoble

fancy, 36

Wintergreen Berries...

Lozenges, plain, in pails...

" in bbls...

" printed, in pails...

" printed, in pails...

Chocolate Drops, in pails...

Gum Drops, in pails...

" in bbls...

Moss Prage in pails...

Twist, 25 Cut Loaf, 25

Lemon Drops.

Frankfort ...

F. J. Dettenthaler quotes as follows: FRESH FISH.

OYSTERS-Cans.

The Putnam Candy Co. quotes as follows:

MIXED.

coat that I thought it would do me good to see one again, sir. Lord bless you, no, I couldn't buy it, not if it was forty Old Homestead Factory

MANUFACTURERS OF

Jellies and Apple Butter.

Our goods are guaranteed to be made

ment the boy lost his balance and fell to the ground with the customary dull, sickening thud. The discouraged man hastened to the boy's side and discovered that death had been instantaneous.

Looking up at the open window from Division street. Telephone, 1150. Do Jow want to make more money: Then use Perfection Deales

For Sale by Leading Wholesale Grocers.

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. DRIED FRUITS—Raisins. SHOE POLISH.

les, salt	AXLE GREASE. Frazer's	Ondaras	Boxes
ork	AXLE GREASE. Frazer's \$2 60 Aurora 1 75 Diamond 1 60	London Layers, California 2 50@2 75	Kegs, English4%
nds	BAKING POWDER. Absolute, ¼ lb. cans, 100s11 75 "½ lb. "50s10 00 "1 lb. "50s18 75 Acme, ¼ lb. cans, 3 doz 75 "½ lb. "2 "150 "1 lb. "3 00 "bulk	Muscatels, California.1 75@2 25 DRIED FRUITS—Prunes.	TEAS. JAPAN—Regular. Fair
rels	" 1 lb. " 50s18 75 Acme, 14 lb. cans, 3 doz 75	DRIED FRUITS—Prunes. Turkey. 4½6 5 Bosna. 5½6 6 California. 9 @10 DRIED FRUITS—Peel.	Good
and	" 1lb. " 1 " 3 00 " bulk 20	Tomon 18	Choicest
8@	Our Leader, ¼lb. cans 45 ½lb. " 90	Lemon 18 Orange 18 FARINACEOUS GOODS. Farina, 100 lb. kegs 04 Hominy, per bbl 350	SUN CURED. Fair
eal- old	" 11b. " 1 60 Telfer's, ½ 1b. cans, doz. 45 1 2 1b. " 85 1 1b. " 1 50 English, 2 doz. in case. 80 Bristol, 2 doz. in case. 70 American. 2 doz. in case. 70 Mexican, 4 oz 30 " 16 oz 90 " 16 oz 90 BROOMS.	Hominy, per bbl	Choicest30 @33
to ou.;	" 1 lb. " " 1 50 BATH BRICK.	" imported @ 9½ Pearl Barley 2½@ 2¾	BASKET FIRED. @20 Choice. @25 Choicest. @35
om-	English, 2 doz. in case 80 Bristol, 2 " 75	Peas, green	Choicest
and	BLUING. Dozen Mexican, 4 oz	Tapioca, fl'k or p'rl 6@ 7 Wheat, cracked @ 5	GUNPOWDER. Common to fair25 @35 Extra fine to finest50 @65
ing	" 8 oz 60 " 16 oz 90	Vermicelli, import @10 "domestic @60	Choicest fancy75 @85
	No. 2 Hurl	Cod, whole 5 @ 6 " boneless 74@ 8	IMPERIAL. Common to fair20 @35 Superior to fine40 @50
and	No. 2 Carpet	Halibut	Young Hyson. Common to fair18 @26
nue	Parlor Gem	" gibbed 2 75 " Holland, bbls 12 00	Superior to fine30 @40 OOLONG. Common to fair25 @30
84	" 16 oz. 90 BROOMS. No. 2 Hurl 175 No. 1 200 No. 2 Carpet 2 25 No. 1 250 Parlor Gem 275 Common Whisk 90 Fancy 100 Mill 3 25 Warehouse 2 75 BUTTERINE	" Scaled20@ 22 Mack. sh's, No. 2, ½ bbl 12 00	Superior to fine30 @50 Fine to choicest55 @65
	Dairy, solid packed 121/2	" " 12 lb kit1 30 "1 20 "1 20	ENGLISH BREAKFAST. Fair25 @30
Co.	BUTTERINE 12½ 12½ 12½ 12½ 13 13 14 12½ 14 14 14 14 14 14 14 1	Trout, ½ bbls	Choice
	CANDLES Hotel, 40 lb, boxes 101/2	" 12 lb. kits1 00 " 10 lb. kits 80	Tea Dust 8 @10 TOBACCOS—Plug.
9 50 0 50 2 00	CANDLES 101/4	Orange. Farina, 100 lb. kegs. Halina, 100 lb. kegs. 04 Hominy, per bbl. 3 50 Macaroni, dom 12 lb box. 6 "imported. 9 "years Barley. Pearl Barley. Pearl Barley. Peas, green. 3 30 Ago, German. 6 6½ Tapicea, fl'k or p'rl. 6 7 Wheat, cracked. 6 5 Vermicelli, import. 6 00 6 "imported. 6 00 6 1	Tea Dust
2 00 1 50	CANNED GOODS—Fish. Clams, 1 lb, Little Neck1 20	Kegs	Vinco, 1x6, 4½ to 1b30 Big 5 Center, 3x12, 12 oz34
2 00 2 00 2 00	Clam Chowder, 3 lb	Sage	Wheel, 5 to 15
81/2	Lobsters, 1 lb. picnic	Hops	Something Good38 Double Pedro38
9 91/2 6	" 1 lb. Star	Chicago goods 4 LAMP WICKS.	Peach Pie
81/4	Mackerel, in Tomato Sauce.2 85 " 1 lb. stand	No. 1	TOBACCOS—Fine Cut. D. Scotten & Co.'s Brands.
8 6 6	" 1 lb. stand	Pure30	Hiawatha
6	Salmon, 1 lb. Columbia2 00	Sicily	TOBACCOS—Smoking. Our Leader
7 71/2	" Mustard ½s@ 9	No. 9 sulphur	Hector
7½ 5¾	Sardines, domestic \(\frac{1}{2} \struct s. \) " Mustard \(\frac{1}{2} \struct s. \) " Mustard \(\frac{1}{2} \struct s. \) " imported \(\frac{1}{2} \struct s. \) " spiced, \(\frac{1}{2} \struct s. \) Trout, 3 lb. brook.	E. J. Mason & Co.'s goods 6 Chicago goods 4 No. 0. 30 No. 1. 40 No. 2. 50 LLOORICE. Pure 30 Calabria 25 Sicily 18 MATCHES. No. 9 sulphur 2 00 Anchor parlor 1 70 No. 2 10 Export parlor 4 00 MOLASSES.	D. Scotten & Co.'s Brands. Hiswatha
6 634		Export parlor 4 00 MOLASSES. Black Strap	* 2, per hundred
61/2	Apples, gallons, stand 2 25 Blackberries, stand 90 Cherries, red standard 1 10@1 20	Porto Rico30@35 New Orleans, good24@28	8 2, per hundred 2 50 8 5, "" 3 00 \$10, "" 4 00 \$20, "" 5 00
61/4	BlackBerries, Stand 20 Cherries, red standard 1 10@1 20	Black Strap	Subject to the following discounts:
7 60 7 00	Gooseberries	OATMEAL: Muscatine, Barrels 5 75	500 "10 " 1000 "20 "
8 50	Green Gages 1 15@1 35	One-half barrels, 3c extra OATMEAL: Muscatine, Barrels 5 75 Half barrels 3 00 Cases 2 15@2 25 ROLLED OATS.	VINEGAR. 7 50 gr
12 9	" Pie	Muscatine, Barrels @5 75 "Half bbls @3 00	\$1 for barrel MISCELLANEOUS.
8 5½	Pineapples 1 10@1 50 Quinces 1 00	" Cases2 15@2 25	Cocoa Shells, bulk 5 PAPER & WOODENWARE
5½ 5½ 5½	Raspberries, extra	" Cases 2 15@2 25 "ROLLED OATS. Muscatine, Barrels . @5 75 "Half bbls . @3 00 "Cases . 2 15@2 25 Michigan Test . 9½ Water White . 10½ PICKLES. Medium 5 50@5 95 " ½ bbl 3 40 Small, bbl 6 75 " ½ bbl 3 85 PIPES.	Curtiss & Co quote as fol-
-/2	Whortleberries	Medium	lows: Straw
61/2	A amana one Oraton Por	Small, bbl	lows: 160 Straw 160 "Light Weight 200 Sugar 180 Hardware 244 Release 344
9	Asparagus, Oyster Bay	PIPES. Clay, No. 216	Bakers 246
71/2	" Lewis' Boston Baked 1 40 Corn. Archer's Trophy 1 00	Cob, No. 3	Jute Manilla
61/2	Corn, Archer's Trophy1 00 " " Morn'g Glory 1 00 " Early Golden 1 00	RICE.	TWINES. 22
5	Peas, French	Carolina head	48 Cotton
8 8	" June, stand1 40 " sifted1 65@1 85	Japan	No. 5 Hemp
, ,	"French, extra fine	Common Fine per bbl 80 Solar Rock, 56 lb. sacks 27	Wool 8 WOODENWARE.
	Succotesh, standard90@1 40 Squash1 10	28 pocket	Tubs, No. 1
81/2	Squash	Ashton bu. bags 75 Higgins " 75	Pails, No. 1, two-hoop 1 60 "No. 1, three-hoop 1 75
20	" Ben Har 95@1 00 " stand br 95@1 00 CHEESE.	Warsaw " " 35 " ½ bu " 20	Clothespins, 5 gr. boxes 60 Bowls, 11 inch
35	Michigan Full Cream 11½@12 Sap Sago16 @16½	DeLand's, pure5 Church's, Cap Sheaf5	" 15 " 2 00 " 17 " 2 75
27	German Sweet 23	Dwight's	" assorted, 17s and 17s 2 50 " 15s, 17s and 19s 2 75
18 16 14	Premium 35 Cocoa 38 Breakfast Cocoa 48	SEEDS. 4½	" bushel 1 50 " with covers 1 90
B1 15	Broma	Caraway	" willow cl'ths, No.1 5 75 " No.2 6 25
1 50 01 50 01 50	Rubber, 100 lumps25	Hemp4	" splint " No.1 3 50
1 50 1 50 75		Rane 41/2	" No.2 4 25
1 50	Spruce	Rape 4½ Mustard 7½ SNUFF.	" " No.2 4 25 " No.3 5 00 GRAINS and FEEDSTUFFS
75		Scotch, in bladders37 Maccaboy, in jars35	" " No.2 4 25 No.3 5 00 GRAINS and FEEDSTUFFS WHEAT. 78 Red. 78
75	Red	Maccaboy, in jars35	White
75	Red	Maccaboy, in jars35	White
75	Red	Maccaboy, in jars	White
. 9 . 9 . 10½	Red	Maccaboy, in jars. 35 French Rappee, in Jars. 43 SOAF.	White 78 Red. 78 Red. 60 All wheat bought on 60 lb. test. FLOUR. Straight, in sacks 400 barrels 420 Patent sacks 500 barrels 520 MEAL Bolted. 100 Granulated. 110
. 9 . 9 . 10½ . 8½ . 10 . 9½	Red	Maccaboy, in jars. 35 French Rappee, in Jars. 43 SOAF.	White 78 Red. 78 All wheat bought on 60 lb. test. FLOUR. Straight, in sacks 4 00 "barrels 4 20 Patent sacks 5 00 "barrels 5 20 MEAL 1 00 Granulated 1 10 Bran 11 00
. 9 . 9 . 10½	Red	Maccaboy, in jars. 35 French Rappee, in Jars. 43 SOAF.	White 78 Red. 78 All wheat bought on 60 lb. test. FLOUR. Straight, in sacks 4 00 "barrels 4 20 Patent sacks 5 00 "barrels 5 20 MEAL 1 00 Granulated 1 10 Bran 11 00
9 . 9 . 10½ . 9 . 8½ . 11½ . 11½ . 12 . 13 . 14	Red	Maccaboy, in jars. 35 French Rappee, in Jars. 43 SOAF.	White 78 Red 78 All wheat bought on 60 lb. test. FLOUR. Straight, in sacks 4 00 " barrels 4 20 " barrels 5 20 MEAL 1 00 Granulated 1 10 Bran 11 00 Ships 11 50 Screenings 11 00 Middlings 18 00 Mixed Feed 13 50 Coarse meal 18 50
9 9 10½ 9 10½ 11½ 11½ 11½ 114 118	Red	Maccaboy, in jars. 35 French Rappee, in Jars. 43 SOAF.	White 78 Red 78 All wheat bought on 60 lb, test. FLOUR. Straight, in sacks 4 00 " barrels 4 20 Patent sacks 5 00 " barrels 5 20 Bolted 1 00 1 10 Granulated 1 10 1 10 Ships 11 50 5 20 Middlings 11 00 1 30 Middlings 13 00 1 30 Mixed Feed 13 50 2 30 Cons 5 30 30
9 . 9 . 10½ . 9 . 8½ . 11½ . 12 . 13 . 14 . 14 . 18 . 18 . 14	Red	Maceaboy, in jars	White 78 Red. 78 Red. 78 All wheat bought on 60 lb. test. FLOUR. Straight, in sacks 400 "barrels 420 Patent sacks 500 "barrels 520 MEAL 100 Granulated 110 Bran. 1100 Ships. 1150 Screenings 11 50 Screenings 13 30 Mixed Feed 13 30 Mixed Feed 13 50 Coarse meal 13 50 Small lots 78 Small lots 28
9 9 9 10½ . 9 9 11½ . 10 11½ . 13 114 . 14 114 . 15	Red	Maccaboy, in jars. 35 French Rappee, in Jars. 43 SOAF.	White 78 Red. 78 Red. 78 All wheat bought on 60 lb. test. FLOUR. Straight, in sacks 400 "barrels 420 Patent sacks 500 "barrels 520 MEAL 100 Granulated 100 Granulated 110 Ships 1150 Screenings 11 00 Middlings 13 00 Mixed Feed 13 50 Coarse meal 13 50 Coarse meal 35 50 Small lots 33 Car "0ATS. Small lots 28 Car "26 No. 1 845
9 . 9 . 10½ . 9 . 8½ . 10 . 9 . 11½ . 11½ . 12 . 13 . 14 . 14 . 15 . 14 . 15 . 14 . 15 . 13	Red	Maceaboy, in jars	White
9 9 9 10 10 12 13 14 14 15 13 13 18 18 18	Red. 7½ COFFEE—Green. Rio, fair. 17 @19 "good. 18½@20 "prime. @21 "fancy, washed. 19 @22 "golden. 20 @23 Santos. 17 @22 Mexican & Guatemala 19 @23 Peaberry. 20 @23 Java, Interior. 20 @25 "Mandheling. 26 @29 Mocha, genuine. 25 @27 To ascertain cost of roasted coffee, add ½c, per lb, for roasting and 15 per cent. for shrinkage. COFFEES—Package.	Maccaboy, in jars	White 78 Red. 78 Red. 78 All wheat bought on 60 lb. test. FLOUR. Straight, in sacks 400 " barrels 420 Patent sacks 500 " barrels 520 MEAL Bolted. 100 Granulated. 110 Bran. 1100 Ships. 1150 Screenings 1150 Screenings 13 30 Mixed Feed. 13 50 CORN. Small lots. 33 Car " 30 Small lots. 28 Car " 26 No. 1 RYE. No. 1 BARLEY. No. 1 105 No. 1 106
9 9 9 10 10 12 13 14 14 15 13 13 18 18 18	Red. 7½ COFFEE—Green. Rio, fair. 17 @19 "good. 18½@20 "prime. @21 "fancy, washed. 19 @22 "golden. 20 @23 Santos. 17 @22 Mexican & Guatemala 19 @23 Peaberry. 20 @23 Java, Interior. 20 @25 "Mandheling. 26 @29 Mocha, genuine. 25 @27 To ascertain cost of roasted coffee, add ½c, per lb, for roasting and 15 per cent. for shrinkage. COFFEES—Package.	Maccaboy, in jars	White 78 Red. 78 All wheat bought on 60 lb. test. FLOUR. Straight, in sacks 4 00 " barrels 4 20 Patent sacks 5 00 " barrels 5 20 MEAL 1 00 Granulated 1 10 Ships 11 50 Screenings 11 00 Middlings 13 50 Middlings 13 50 Coarse meal 13 50 Small lots 28 Car 30 Small lots 28 Car 26 No. 1 RYE No. 1 BARLEY No. 1 105 No. 1 105 No. 1 100 No. 2 9 00
9 9 9 10 10 12 13 14 14 15 13 13 18 18 18	Red. 7½ COFFEE—Green. Rio, fair. 17 @19 "good. 18½@20 "prime. @21 "fancy, washed. 19 @22 "golden. 20 @23 Santos. 17 @22 Mexican & Guatemala 19 @23 Peaberry. 20 @23 Java, Interior. 20 @25 "Mandheling. 26 @29 Mocha, genuine. 25 @27 To ascertain cost of roasted coffee, add ½c, per lb, for roasting and 15 per cent. for shrinkage. COFFEES—Package.	Maccaboy, in jars	White
9 9 10 1/4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Red. 7½ COFFEE—Green. Rio, fair. 17 @19 "good. 18½@20 "prime. 21 "fancy, washed. 19 @22 "golden. 20 @23 Santos. 17 @22 Mexican & Guatemala 19 @23 Peaberry. 20 @23 Java, Interior. 20 @25 Mocha, genuine. 25 @27 To ascertain cost of roasted coffee, add ½c, per lb, for roasting and 15 per cent. for shrinkage. COFFEES—Package. Lion. 24½ "in cabinets 24½ McLaughlin's XXXX. 24½ Murham. 24 Thompson's Honey Bee. 26 Good Morning. 24½ Good Morning. 24½ Good Morning. 24½	Maccaboy, in jars. 35 French Rappee, in Jars. 43 SoAF.	White
9 9 10 1/4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Red. 7½ COFFEE—Green. Rio, fair. 17 @19 "good. 18½@20 "prime. 21 "fancy, washed. 19 @22 "golden. 20 @23 Santos. 17 @22 Mexican & Guatemala 19 @23 Peaberry. 20 @23 Java, Interior. 20 @25 Mocha, genuine. 25 @27 To ascertain cost of roasted coffee, add ½c, per lb, for roasting and 15 per cent. for shrinkage. COFFEES—Package. Lion. 24½ "in cabinets 24½ McLaughlin's XXXX. 24½ Murham. 24 Thompson's Honey Bee. 26 Good Morning. 24½ Good Morning. 24½ Good Morning. 24½	Maccaboy, in jars. 35 French Rappee, in Jars. 43 SoAF.	White 78 Red. 78 Red. 78 All wheat bought on 60 lb. test. FLOUR. Straight, in sacks 400 "barrels 420 Patent sacks 500 "barrels 520 MEAL Bolted 1100 Granulated 110 Ships 1150 Screenings 11 00 Middlings 13 00 Mixed Feed 13 50 Coarse meal 13 50 Coarse meal 35 50 Small lots 28 Car " 26 No. 1 640 No. 1 100 No. 2 105 No. 1 106 No. 2 105 No. 1 106 No. 2 105 No. 1 106 No. 2 106 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HDES. Green 404 Full 404½ Heavy steers extra
9 9 10 1/4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Red. 7½ COFFEE—Green. Rio, fair. 17 @19 "good. 18½@20 "prime. @21 "fancy, washed. 19 @22 "golden. 20 @23 Santos. 17 @22 Mexican & Guatemala 19 @23 Peaberry. 20 @23 Java, Interior. 20 @25 "Mandheling. 28 @29 Mocha, genuine. 25 @27 To ascertain cost of roasted coffee, add ½c, per lb, for roasting and 15 per cent. for shrinkage. COFFEES—Package. Lion. 244 "in cabinets	Maccaboy, in jars. 35	White 78 Red. 78 Red. 78 All wheat bought on 60 lb. test. FLOUR. Straight, in sacks 400 "barrels 420 Patent sacks 500 "barrels 520 MEAL Bolted 1100 Granulated 110 Ships 1150 Screenings 11 00 Middlings 13 00 Mixed Feed 13 50 Coarse meal 13 50 Coarse meal 35 50 Small lots 28 Car " 26 No. 1 640 No. 1 100 No. 2 105 No. 1 106 No. 2 105 No. 1 106 No. 2 105 No. 1 106 No. 2 106 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HDES. Green 404 Full 404½ Heavy steers extra
9 9 10 1/4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Red. 7½ COFFEE—Green. Rio, fair. 17 @19 "good. 18½@20 "prime. @21 "fancy, washed. 19 @22 "golden. 20 @23 Santos. 17 @22 Mexican & Guatemala 19 @23 Peaberry. 20 @23 Java, Interior. 20 @25 "Mandheling. 26 @29 Mocha, genuine. 25 @27 To ascertain cost of roasted coffee, add ½c, per lb, for roasting and 15 per cent. for shrinkage. COFFEES—Package. Lion. 244 "in cabinets	Maccaboy, in jars. 35 French Rappee, in Jars. 43 SoAF.	White 78 Red. 78 Red. 78 All wheat bought on 60 lb. test. FLOUR. Straight, in sacks 400 "barrels 420 Patent sacks 500 "barrels 520 MEAL Bolted 110 Granulated 110 Ships 1150 Screenings 11 50 Screenings 13 30 Mixed Feed 13 30 Mixed Feed 13 50 Coarse meal 13 50 Coarse meal 13 50 Coarse meal 13 50 Coarse Meal No. 1 RYE No. 1 RYE No. 1 BARLEY No. 1 BARLEY No. 1 BARLEY No. 1 HAY No. 2 105 No. 1 HOO No. 2 90 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HDES Green 4 444 Part Cured 6 444 Part Cured 6 444 Part Cured 7 6 6 Dry Kips 5 6 6 Dry Kips 5 6 6 Calfskins, green 3 6 4 "cured 4446 Feaconskins 10 6220
9 9 10 1/4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Red. 7½ COFFEE—Green. Rio, fair. 17 @19 "good. 18½@20 "prime. @21 "fancy, washed. 19 @22 "golden. 20 @23 Santos. 17 @22 Mexican & Guatemala 19 @23 Peaberry. 20 @23 Java, Interior. 20 @25 "Mandheling. 26 @29 Mocha, genuine. 25 @27 To ascertain cost of roasted coffee, add ½c, per lb, for roasting and 15 per cent. for shrinkage. COFFEES—Package. Lion. 244 "in cabinets	Maccaboy, in jars. 35 French Rappee, in Jars. 43 SoAF.	White
9 9 9 10 10 12 13 14 14 15 13 13 18 18 18	Red. 7½ COFFEE—Green. Rio, fair. 17 @19 " good. 18½@20 " prime. @21 " fancy, washed. 19 @22 " golden. 20 @23 Santos. 17 @22 Mexican & Guatemia 19 @23 Peaberry. 20 @23 Java, Interior. 20 @25 " Mandheling. 26 @29 Mocha, genuine. 25 @27 To ascertain cost of roasted coffee, add ½c. per lb. for roasting and 15 per cent. for shrinkage. COFFEES—Package. COFFEES—Package. **COFFEE Package.** Coffee Extract. Valley City. 85 Felix. 10 CLOTHES LINES. Cotton, 40 ft. per doz. 1 25 " 60 ft. " 1 75 " 70 ft. " 25 Jute 60 ft. " 1 25 Jute 60 ft. " 25 Jute 60 ft. " 1 25 Jute 60 ft. " 25 Jute 60 ft. " 25 Jute 60 ft. " 1 25 Jute 72 ft. " 1 15	Maccaboy, in jars. 35	White 78 Red. 78 Red. 78 All wheat bought on 60 lb. test. FLOUR. Straight, in sacks 400 "barrels 420 Patent sacks 500 "barrels 520 MEAL 100 Granulated 110 MILLSTUFPS. Bran. 11 00 Ships 11 50 Screenings 11 00 Middlings 13 50 CORN. 13 50 CORN. 33 Car 30 Small lots 28 Car 30 CORN. Small lots 28 Car 26 No. 1 84E No. 1 10 No. 2 105 No. 1 105 No. 1 105 No. 1 105 No. 1 106 No. 2 900 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HDES. Green 40 FURS. FOR TOWN STANE STANE FURS. FOR TOWN STANE FURS. FU
9 9 10 1/2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Red	Maceaboy, in jars. 35 French Rappee, in Jars. 43 French Rappee, in Jars. 43 Detroit Soap Co.'s Brands. Superior. 3 30 Queen Anne. 3 85 German Family. Mottled German. 2 70 U.S. Big Bargain. 2 00 Frost, Floater. 3 75 Cocoa Castile. 3 30 Cocoa Castile, Fancy. 3 36 Allen B. Wrisley's Brands. Happy Family, 75. 2 95 Old Country, 80. 3 30 Una, 100. 3 65 Bouncer, 100. 3 15 SFICES—Whole. Allspice. 10 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Casia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 20 Mace Batavia. 90 Mutmegs, fancy. 80 "No. 1 75 "No. 2 65 Pepper, Singapore, black. 18 "Sigon. 42 Cloves, Amboyna. 32 "Saigon. 42 Cloves, Amboyna. 32 "Zanzibar. 25 Ginger, African. 12½ "Zanzibar. 25 Ginger, African. 12½ "Cochin. 15 Jamaica. 18 Mace Batavia. 90 Mutstard, English. 22 "Tieste. 70 Witneys, No. 2 80 Pepper, Singapore, black. 21 "Tieste. 27 Nutmegs, No. 2 80 Pepper, Singapore, black. 21 "Cayenne. 25 Sugars. 68 Cut Loaf. 68	White 78 Red. 78 Red. 78 All wheat bought on 60 lb. test. FLOUR. Straight, in sacks 400 "barrels 420 Patent sacks 500 "barrels 520 MEAL 100 Granulated 110 MILLSTUFPS. Bran. 11 00 Ships 11 50 Screenings 11 00 Middlings 13 50 CORN. 13 50 CORN. 33 Car 30 Small lots 28 Car 30 CORN. Small lots 28 Car 26 No. 1 84E No. 1 10 No. 2 105 No. 1 105 No. 1 105 No. 1 105 No. 1 106 No. 2 900 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HDES. Green 40 FURS. FOR TOWN STANE STANE FURS. FOR TOWN STANE FURS. FU
9 9 9 10 ½ 11½ 11½ 11½ 11½ 11½ 11½ 11½ 11½ 11	Red	Maceaboy, in jars. 35 French Rappee, in Jars. 43 French Rappee, in Jars. 43 Detroit Soap Co.'s Brands. Superior. 3 30 Queen Anne. 3 85 German Family. Mottled German. 2 70 U.S. Big Bargain. 2 00 Frost, Floater. 3 75 Cocoa Castile. 3 30 Cocoa Castile, Fancy. 3 36 Allen B. Wrisley's Brands. Happy Family, 75. 2 95 Old Country, 80. 3 30 Una, 100. 3 65 Bouncer, 100. 3 15 SFICES—Whole. Allspice. 10 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Casia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 8 "Batavia in bund. 11 Cassia, China in mats. 20 Mace Batavia. 90 Mutmegs, fancy. 80 "No. 1 75 "No. 2 65 Pepper, Singapore, black. 18 "Sigon. 42 Cloves, Amboyna. 32 "Saigon. 42 Cloves, Amboyna. 32 "Zanzibar. 25 Ginger, African. 12½ "Zanzibar. 25 Ginger, African. 12½ "Cochin. 15 Jamaica. 18 Mace Batavia. 90 Mutstard, English. 22 "Tieste. 70 Witneys, No. 2 80 Pepper, Singapore, black. 21 "Tieste. 27 Nutmegs, No. 2 80 Pepper, Singapore, black. 21 "Cayenne. 25 Sugars. 68 Cut Loaf. 68	White 78 Red. 78 Red. 78 All wheat bought on 60 lb. test. FLOUR. Straight, in sacks 400 "barrels 420 Patent sacks 500 "barrels 520 MEAL 100 Granulated 110 MILLSTUFPS. Bran. 11 00 Ships 11 50 Screenings 11 00 Middlings 13 50 CORN. 13 50 CORN. 33 Car 30 Small lots 28 Car 30 CORN. Small lots 28 Car 26 No. 1 84E No. 1 10 No. 2 105 No. 1 105 No. 1 105 No. 1 105 No. 1 106 No. 2 900 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HDES. Green 40 FURS. FOR TOWN STANE STANE FURS. FOR TOWN STANE FURS. FU
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State Board of Pharmacy.

One Year—Ottmar Eberbach, Ann Arbor.
Two Years—Geo. McDonald, Kalamazoo.
Three Years—Stanley E. Parkill, Owosso.
Four Years—Jacob Jesson, Muskegon.
Five Years—James Vernor, Detroit.
President—Jacob Jesson, Muskegon.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. McDonald, Kalamazoo.
Meetings during 1890—Grand Rapids, March 4 and 5;
Star Island, July 1 and 2; Marquette, Aug. 13 and 14;
Lansing, Nov. 5 and 6.

Michigan State Pharmaceutical Ass'n.

Michigan State I narmateutean Ass in President-Frank Inglis, Detroit.
First Vice-President—F. M. Alsdorf, Lansing.
See'd Vice-President—Henry Kephart, Berrien Springs
Third Vice-Presideat—Jas. Vernor, Detroit.
Secretary—H. J. Brown, Ann Arbor.
Treasurer—Win Dupont, Detroit.
Treasurer—Win Dupont, Detroit.
Webb, Jackson; D. E. Prall, East Saginaw; Geo. McDonald, Kalamazoo; J. J. Crowley, Detroit.
Next Meeting—At Saginaw, beginning third Tuesday
of September, 1890.

Grand Rapids Pharmaceutical Society. esident, J. W. Hayward, Secretary, Frank H. Escott. Grand Rapids Drug Clerks' Association. resident, F. D. Kipp; Secretary, Albert Brower.

Detroit Pharmaceutical Society ent, J. W. Allen; Secretary, W. F. Jackman.

A large power is vested in the committee on the compilation to influence pharmacy for the better or worse. How-ever, when taking into consideration the advance medicine and pharmacy have made during the past ten years, we nat-

manufacture of fluid extracts.

fore, the Pharmacopæia has sought to be wide and liberal in its construction of in one particular; they are advertised to in one particular; they are advertised to in one particular; they are advertised to the public generally. We do not intend to discuss have been such as to permit the unserupulous to evade their intent, and serupulous to evade their intent, and serupulous. That a gramme of them. The National Formulary seems of them. but when one considers the variability of crude drugs and the consequent varia-bility of fluid extracts produced therefrom, one cannot but hope that the new Pharmacopeia will recognize a class of fluids to be standardized upon some safer and surer foundation, by which a preparation must be produced which may be used with some confidence in its defi-

in the past, in various ways, endeavored to meet the requirements of the medical The most notable advance made in this direction has been by the introduction, in 1883, of "normal liquids" -standardized fluids. The data upon which these standards are based were consider the valuable information which has already been contributed by this well-known house, whose assayed products, especially their "Normal Liquids," have become a desideratum in the practice of medicine. Availing themselves of this information, they will be quite willing to Pharmacopæial committee will carefully become a desideratum in the practice of medicine. Availing themselves of this information, they will be quite willing to award to these enterprising and scientific pharmacists, in return for the knowledge they may receive on the subject, the full meed of praise for their advance in

honors, who, forcing themselves to the field of this new departure, equal recognition for scientific work.

Therefore, it will be necessary, on the part of this body, to carefully investigate the claims for scientic labors in this direction, and when awarding the credit these for such work, to see that they do not place the laurels upon the wrong brow.

Unsupported and disinterested scientific labor, no matter from what source, the hands of the scientific body now compiling our new Pharmacopæia.

The Relative Value of Malt Extracts Malt extracts, if intelligently prepared, possess both a nutritive and a digestive while the latter depends upon the veg-etable diastase. Obviously, it is impos-sible for manufacturers to attain more

Gum camphor has advanced. Turpentine stock ought to be easily shown.

While the books show the amount of than a certain fixed nutritive value, providing the consistency of all the extracts be the same. In other words, one may pretty accurately judge of the nourishing dealer. value of malt extract — barring, of course, adulterations—by the appearance of the product. If one sample contains 50 per cent. of pre-digested starch, while Minni

Digestive activity is quite another matter, and here the measure of each manufacturer's success depends entirely upon the skill and knowledge brought to bear in the malting of the grain, its extrac-tion, and the final treatment of the resulting product.

Diatase, like pepsin, has never been completely isolated, but one may safely that very little of the pure fer ment by actual weight is contained in a pint of even the best malt extract. satisfaction.

matter of actual economy to prescribe to draw its benefits. cose at six cents—which is nothing more than pre-digested starch—two pounds than pre-digested starch—two pounds the barn after the horse is the worst of the Carry a good line of insurance and the confidence the confidence the worst of the confidence the worst of the carry a good line of insurance and the confidence the confidence the confidence the confidence the confidence that the confidence the confidence that the confidence the confidence that the confidence that the confidence the confidence that the confidence that

terest by pharmacists, and doubtless by physicians, as well. Its advent is like the inauguration of a new ruler, and the questions which are rife concerning its publication are: In what manner will it change established energy and support appearance, one may be allowed forward to with much increase the physicians, as well. Its advent is like far more palatable. These are considerations which are rife concerning its publication are: In what manner will it be absolutely permanent, not only in the public.

a lasting boon to the public.

"That it is the unexpected that happens" is the experience of all. Accident is the hardest element to guard against, and its uncertainties and misfortunes nowhere reign more supreme than in the public.

Wholesselve a lasting boon to the public.

"That it is the unexpected that happens" is the hardest element to guard against, and its uncertainties and misfortunes nowhere reign more supreme than in the public.

Wholesselve a lasting boon to the public.

"That it is the unexpected that happens" is the experience of all. Accident is the hardest element to guard against, and its uncertainties and misfortunes now where reign more supreme than in the public. questions which are rife concerning its publication are: In what manner will it change established customs, issue new digestive activity, but also in its free-to-manufacture and digestive activity, but also in its free-to-manufacture and digestive activity also in its free-to-manufacture and digestive activity.

> How Can the National Formulary be Made Most Useful to the Pharma-

E. F. Allen before Minnesota Pharm. Ass'n.

This is certainly a subject of much inurally look for many improvements in terest to all of us. Our shelves are be terest to all of us. Our shelves are be coming more and more overloaded with this new issue.

Among the several subjects that will be treated, probably not one will receive more careful attention than that of the manufacture of fluid extracts. Heretofore, the Pharmacopeeia has sought to be wide and liberal in its construction of what a fluid extract should be, but unto the manufacture of the commandation of patent medicines chiefly in one particular; they are advertised to the public with the lightly-insured merchant, and which is a constant companion with the lightly-insured merchant, and which the lightly-insured merchant, and which is a constant companion with the lightly-insured merchant, and which is a constant companion with the lightly-insured merchant, and which is a constant companion with the lightly-insured merchant, and which is a constant companion with the lightly-insured merchant, and which is a constant companion with the lightly-insured merchant, and which is a constant companion with the lightly-insured merchant, and which is a constant companion with the lightly-insured merchant, and which is a constant companion with the lightly-insured merchant, and which is a constant companion with the lightly-insured merchant, and which is a constant companion with the lightly-insured merchant, and which is a constant companion with the lightly-insured merchant, and which is a constant companion with the lightly-insured merchant, and which is a constant companion with the lightly-insured merchant is a constant companion with the lightly-insured extent.

The method we have tried in our business, and with which we have had some complain of introduce theirs. As they have had such wonderful success, we concluded to try our luck with the same process. It is as follows: First make process. It is as follows: First make made on the premiums that never mean a loss. A fire means loss never mean a loss. A fire means loss never mean a loss. A fire means loss never mean a loss. and others, also, if you wish, giving them the exact formulæ, and not being too modest to inform them of the "sutoo modest to inform them of the "su-perior merits" of these preparations; how you know they contain exactly what they are represented to contain, nothing they are represented to contain, nothing which these standards are based were carefully compiled from numerous experiments previously made during many years in the laboratory of the house introducing them, whose ample facilities and wide experience gave them abundant opportunities for thus accurately foundand poportunities for thus accurately foundand poportunities for thus accurately foundand to give them a fair trial. I believe, and have partly confirmed this belief by experience, that the physician whose business is worth courting will not only commend the enterprise displayed, but it must be natural to suppose that the Pharmacopeial committee will carefully will become interested in the preparations, and to give them a fair trial. I believe, and have partly confirmed this belief by experience that the physician whose business is worth courting will not only commend the enterprise displayed, but will become interested in the preparation. At the physician whose business is worth courting will not only commend the enterprise displayed, but will become interested in the preparations. And to give them a fair trial. I believe, and advantage to any party, but yet the get-stand nothing more; that the only way advantage to any party, but yet the get-stand and other in got experience by practical trial is a situations where experience would be of davantage to any party, but yet the get-stand and advantage to any party, but yet the get-stand advantage to any party, but yet the get-stand and advantage to any party, but yet the get-stand advantage to any party have advantage to

full meed of praise for their advance in scientific pharmacy, dating almost back to the issue of the Pharmacopeia in 1880. As the time approaches when this revision is likely to take place (and throughout the mind of thinking men the standardization of fluid extracts is already an accepted fact), there will, no doubt, be many competitors for similar honors, who, forcing themselves to the notice of the committee, may claim, by tions favoring the use of the preparations notice of the committee, may claim, by reason of a mushroom-like growth on the field of this new departure, equal recogmake some effort to induce them to use

them.

As the condition of affairs as regards these "semi-patents" and other preparations of which we complain so much (and which are, sure enough, becoming a burden), has been brought about largely burden, the pharmacists it because the condition of the pharmacists it loss never comes, the thought and preparation of the pharmacists it loss never comes, the thought and preparation of the pharmacists it loss never comes, the thought and preparation of the pharmacists it loss never comes, the thought and preparation of the pharmacists it loss never comes, the thought and preparation of the pharmacists it loss never comes, the thought and preparation of the pharmacists it loss never comes. should always be welcomed with praise and endorsement of scientific men, and

The Drug Market.

Gum opium has advanced and will

A New Trust.

Minnie-I wish I were a small orange John-Why should a lovely orange plossom desire to become a mere plebeian

Minnie-Because I hear of a trust another sample contains but 28, the which is to be formed with the avowed former will be twice as thick as the latter.

Intention of squeezing the small dealers.

John constituted himself a trust.

> The New German Pharmacopæia. It is rumored that antifebrin, antipyrin, phenacetin and sulphonal have been incorported in the new German Pharma copæia which will shortly appear; but that lanolin, thiol and ichthyol have been

By actual analysis, one preparation is From the Boot and Shoe Recorder.

keted at the same price, it becomes a his heart that he may never be obliged ance is like every other business, it con-

matter of actual economy to prescribe to draw its benefits.

That one's goods should be properly protected by good and sufficient amounts the same effect from one-half the dose required of the latter. If this relative mitted by all. Yet practically there are mitted by all. Yet practically there are right and fair goes a long way toward securing generous treatment. difference in commercial value is not at once recognized, it may be emphasized by stating that if the physician will take of loss for themselves, thinking that it the physician will take of loss for themselves, thinking that it the physician will take of loss for themselves, thinking that it the physician will take of loss for themselves, thinking that it the physician will take of loss for themselves, thinking that it the physician will take of loss for themselves, thinking that it the physician will take of loss for themselves, thinking that it the physician will take of loss for themselves, thinking that it the physician will take of loss for themselves, thinking that it the physician will take of loss for themselves, thinking that it the physician will take of loss for themselves, thinking that it the physician will take of loss for themselves, thinking that it the physician will take of loss for themselves, thinking that it the physician will take of loss for themselves, thinking that it the physician will take of loss for themselves, thinking that it the physician will take of loss for themselves, thinking that it the physician will take of loss for themselves, thinking that the physician will take of loss for themselves, thinking that the physician will take of loss for themselves, thinking that the physician will take of loss for themselves, thinking that the physician will be a physician will b one pound of a strong extract at, say street and street st

will result, at a cost of \$1.31, which are fully as efficient and fully as nutritive as two pounds of a weaker at a cost of \$2.50. So much for the superiority of malt extracts as considered from a commercial tracts as considered from a commercial of property holders, the half of which tracts as considered from a commercial of property holders, the half of which

edicts, reward those who are found worthy, and discard those things which, from past experience, are found to be worthless and unsatisfactory?

A lose their starch-digesting power.

As its causes and disastrous results are, in the large majority of cases, unmistakably beyond the loser's control, it is unquestionably the duty of the careless business man to protect himself. against loss from that which is so often brought about through another's fault and unavoidable on the part of the suf-One's duty to himself, to those ferer. dependent upon him, and to the creditors or parties from whom his stock is purchased should lead to care on this point.

So in more cases than one the sense of security and additional ease of mind mend. It is similar to the way the different manufacturers of the goods we ferent manufacturers of the goods we apt to groan at heavy premiums at the

nite therapeutic value.
Individuals and manufacturing houses have, in a measure, recognized the necessity for such a standardization, and have and take the trouble to show them to the preparations, the ones most called for, and take the trouble to show them to the preparations, the ones most called for, and take the trouble to show them to the preparations, the ones most called for, and take the trouble to show them to the preparations, and any loss must be a very trivial physicians with whom you are acquainted physicians with whom you are acquainted one that does not completely swallow up

success in any business or in the settle-

will become interested in the prepara-tions and want to try more of them. At which they have no desire to reap any

because everybody else is careless. bers; but these resolutions will amount to very little unless we, as pharmacists, make some effort to induce them to use is surprised that his neighbors do not burn up. Do you doubt this? Make a

season previous, or from that time when the books were properly closed up. As a consequence, it is timely and advantageous for settlement of fire loss that likely be still higher. Morphia has advanced. Quinine is higher. Corrosive rately kept. A careful inventory of sublimate, calomel and red precipitate stock is probably entered on every reliable firm's books at the beginning of possess both a nutritive and a digestive value, the former depending upon such predigested starch as may be present, tending upward.

Malaga olive oil is the year. To this is added and subtracted sales and purchases, so that with

While the books show the amount of stock, the item of machinery, tools fixtures, furniture and the numberless other purchases which go to fit up a store, often make very little showing the showing the store of the showing books. Why? Because the successful merchant does business for a profit and is apt to charge off many of these ex-penditures and carry them into the expense of the business. As a remedy, every merchant ought with his annual stock-taking also to enter on his stock book a careful and reliable inventory of machinery and fixtures at a fair valuation. This, if entered in the proper place, will show for itself when needed, even though a large proportion of it has been charged off the books to close up

A good custom for any merchant is to take an approximate running inventory Theoby The P. & B. cough drops give great intervals between his annual stockintervals between his annual stock-takings. This keeps him posted so that Bromide....

the year.

rimes the amylolytic value of any other product in the market; and as the therapeutic merit really depends upon what diastase is present, the relative value of this extract becomes patent. This may be illustrated thusly: If one product is the same price, it becomes a sanother, and it is marketed at the same price, it becomes a tains all kinds.

A spirit of fairness and honor in every securing generous treatment.

Above all, avoid the fault of begrudge

of property holders, the half of which ultimately carried into effect would prove after your premises. A little care of the

Drugs Medicines. Therefore, the possibilities in this direction are unlimited.

Sensible Suggestions Concerning Fire likely to be caught with insufficient prolikely to be caught with insufficient prolikely to be caught with insufficient pro-tection. saving property, when there is plenty of warning.

Finally, take care of valuable papers. papers and books habitually strewn care-lessly about the counters were worth something. It is better to have a safe large enough to put in one paper too many than to mourn for some valuable item which would not go in. Is this not

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clesely and compact	ту ке	pt	stock, every- 0. W. Roddins, d. 1. de 1. agenti, omo-	
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ACIDUM,			Carb 12@ 15 Antipyrin	
Aceticum	8@		Chlorate, (po. 18) 16@ 18 Argenti Nitras, our Cyanide 50@ 55 Arsenicum	nce of t
Benzoicum German	80@1	00	1 Todido 9 90/20 00 Ralm Gilead Rud	38@ 4
Boracic Carbolicum		45	Potassa, Bitart, pure 33@ 3 Bismuth S. N	2 10@2 2
Citrianm	5000	55	Potassa, Bitart, pure 323 3 Bismuth S. N. Potassa, Bitart, com 6 15 Calcium Chior, Is, Potass Nitras, opt 86 10 11; 4s, 12) Potass Nitras 76 9 Cantharides Russi	(1)
Hydrochlor	300	19	Potass Nitras 7@ 9 Cantharides Russi	an,
Hydrochlor Nitrocum	100	12	Trussiate	@17
Phosphorium dil Salicylicum1	1001	20	" " po.	f @ 1
Salicylicum1	13/6	5	RADIX. "Bp	00. @ 1
Salicylicum	40@1	60	Aconitum 20@ 25 Caryophyllus, (po. Althae 25@ 30 Carmine, No. 40	28) 23@ 2
Tartaricum	40@	43	Anchusa 15@ 20 Cera Alba, S. & F.	5000
AMMONIA.			Arum, po @ 25 Cera Flava	
Aqua, 16 deg	3@	5	Gentiana, (po. 15) 10@, 12 Cassia Fructus	@
10 ucg	4@ 11@	6	Glychrrhiza, (pv. 15) 16@ 18 Centraria	@ 1
Carbonas	1200	14	Gentiana, (po. 15) 10@, 12 Glychrrhiza, (pv. 15) 16@ 18 Hydrastis Canaden, (po. 50) @ 45 Hellabora, 11a, 20 150, 30	50@
ANILINE.			Hellebore, Ala, po 15@ 20 " squibb	s @1 (
D1 b 9	00@2	25		
Brown Red Yellow 2	80@1	00	Inula, po. 1366 20 Cinotal Hyd Cist. Ipecac, po. 200@2 20 Cinodrus Lris plox (po. 20@22) 118@ 20 Cinchonidine, P. & Gern Jalapa, pr. 30@ 35	20@ 5
Red	45@	50	Jalapa, pr	nan 40
Yellow	3000	00	Moranto 1/c (M. 35) COFKS, HSL, CHS.	per
BACCAE.			Podophyllum, po 15@ 18 cent	@ (
Cubeae (po. 1 601	85@2	10	01 75 Creta. (bbl. 75)	@
JuniperusXanthoxylum	25@	30	" pv	5@. 8@. :
DATGAMITM			" pv	@
	70@	75	Serpentaria 40@ 45 Crocus	35@
Peru Terabin, Canada	4500	50	Senega	800
Tolutan	45@	50	" " M @ 20 Dextrine	10@ :
CORTEX.				rs 68@
Abies, Canadian		18	Symplocarpus, Fœti- dus, po	@
Cocciae		11	Valeriana, Eng. (po.30) @ 25 Ergota, (po.) 45 German 15@ 20 Flake White	40@
Ginghone Flava		18 30	" German 15@ 20 Flake White Zingiber a 10@ 15 Galla	0
Euonymus atropurp			m	71/2@ 8
Myrica Cerifera, po Prunus Virgini		12 12	SEMEN. Gelatin, Cooper Anisum, (po. 20) @ 15 Glassware flint, 75 Gasyt by box 76 lea	40@
Quillaia, grd Sassafras		12	Anisum, (po. 20) @ 15 Glassware flint, 75	& 10 per
Ulmus Po (Ground 12).		10		
EXTRACTUM.			Bird, 1s	13@
Claorethias Glabra	24@		1 Cordomon 1 00001 251 GVCerina	5500
Haematox, 15 lb. box	33@	35 12		
Haematox, 15 lb. box	13@	14	Cydonium	te @
		15	Chenopodium 10@ 12 " Cor	@
" ½s	16@	17	Dipterix Odorate 1 75@1 85 "Ox Rubr Foeniculum @ 15 "Ammonia	ti @1
FERRUM.	•	15	Foenugreek, po 6@ 8 "Unguenti	ım. 45@
Carbonate Precip	@3	15 3 50	Lini	1 25@1
Citrate and Quinia Citrate Soluble	@	80	Lini, grd, (bbl. 4). 4¼@ 4½ Ichthyobolla, Am. Lobelia	75@1
Ferrocvanidum Sol	@	50 15	Topic Topi	3 75@3
Solut Chloride Sulphate, com'l	11/200	2	Sinapis, Albu 8@ 9 Lupulin	85@1
" pure	0	7	Nigra 11@ 12 Lycopodium	55@
FLORA.			SPIRITUS. Macis Liquor Arsen et	80@ 1
Amiga	14@		Frumenti W D Co 2 00@2 50 drarg Iod	@
A 4h omin	31 K(7)	35 35	" D. F. R 1 75@2 00 Liquor Potass Arsin 1 10@1 50 Magnesia, Sulph (hhl 10@
Matricaria	3000	00	Juniperis Co. O. T 1 75@1 75 114)	2@

pure	0		" Nigra 11@ 12	Mosis	
FLORA.			SPIRITUS.	Macis 80@ 85 Liquor Arsen et Hy-	1
C8	14@	16	Frumenti, W., D. Co 2 00@2 50		4
emis	300	35	" DFR 175@2 00	Liquor Potass Arsinitis 100 12	
icaria	300	35	"	Magnesia, Sulph (bbl	
FOLIA.		777	Juniperis Co. O. T 1 75(2) 75	1 1/4) 200 3	
	100	12	"	Mannia, S. F 45@ 50	
sma	10@	12	Saacharum N. E 1 75@2 00	Morphia, S. P. & W 2 85@3 10	1
a Acutifol, Tin-	25@	28	Spt. Vini Galli 1 75@6 50	" S. N. Y. Q. &	
elly Alx.	35@	50	Vini Oporto	C. Co	
	3000	00	Vini Alba 1 25@2 00	Moschus Canton @ 40	
a officinalis, 1/4s	10@	12	SPONGES.	Myristica, No. 1 60@ 70	
1 ½s	80	10	SPUNGES.	Nux Vomica, (po 20) @ 10	
	-45		Florida sheeps' wool	Os. Sepia 30@ 32 Pepsin Saac, H. & P. D.	1
GUMMI.		20	carriage	Co @2 00	
ia, 1st picked	@1		Nassau sheeps' wool	Picis Liq, N. C., ½ gal	1
2d " 3d "	@	90		doz	1
3d "	@	80 65	Velvet extra sheeps'	Picis Liq., quarts @1 00	
sifted sorts	75@1		wool carriage 1 10	" pints @ 70	
po	50@	60	Extra yellow sheeps'		
, Barb, (po. 60)	@	12	Grass sheeps' wool car-	Piper Nigra, (po. 22) @ 18	3
Cape, (po. 20)	0	50	riage	Piper Alba, (po 25) @ 35	,
Socotri, (po. 60).		00	Hard for slate use 75	Pix Burgun @ 7	
chu, 1s, (1/2s, 14 1/4s,	0	1	Yellow Reef, for slate	Plumbi Acet 14@ 15	
noniae	25@		use	Pulvis Ipecac et opii1 10@1 20	1
fœtida, (po. 30)	0	15		Pyrethrum, boxes H	
oinum	50@	55	SYRUPS.	& P. D. Co., doz @1 25	
phoræ	45@	47	Accacia 50	Pyrethrum, pv 30@ 35	
orbium po	35@	10	Zingiber 50		
anum	@	80	Ipecac 60		
boge, po	80@	95	Ferri Iod 50	Darbia Min of annual 400 44	
acum, (po. 55)	@	50		Cacabaman Tacking C	
(no 95)	(A)	20	Rhei Arom 50	out out and Lacous pv W ou	1

Morrhuae, gal Myrcia, ounce

POTASSIUM.

Auranti Cortex .

Serpentaria ... Stromonium ... Tolutan Valerian

MISCELLANEOUS.

	25@	30	2200	1 40	I uivis ipecac et opii	10001	20	
		15	use	1 40	Pyrethrum, boxes H			
. 30)	@	55	SYRUPS.		& P. D. Co., doz	@1	25	
	50@				Pyrethrum, pv	3000	35	
	45@	47	Accacia		Quassiae	8@4	10	
	35@	10	Zingiber		Quassiae			
	0	80	Ipecac	60	Quinia, S. P. & W	42@	47	
	800	95	Ferri Iod		" S. German	37@	47	
55)	@	50	Auranti Cortes		Rubia Tinctorum	12@	14	
	a.	20	Rhei Arom	50	Saccharum Lactis pv	0	35	
	@1	00	Similax Officinalis		Salacin2	25@2	35	
		40	" Co	50	Sanguis Draconis	4000	50	
	@		00111111		Santonine	@4		
3		80	Senega		Sano W	1200	14	
	25@	35	Scillae		Sapo, W		10	
d	27@	35	" Co		" C	8@		
	300	75	Tolutan	50	" G	@	15	
	ramag		Prunus virg		Seidlitz Mixture	0	25	
nce pac	kages.		Transas raig		Sinapis	0	18	
		25	TINCTURES.		" opt	(Ca	30	
		20			Snuff, Maccaboy, De	-		
		25	Aconitum Napellis R	60	Voes	@	35	
		28	" F	50	Snuff, Scotch, De. Voes	@	35	
		23	Aloes	60	Soda Boras, (po. 12).	11@	12	1
a		25	" and myrrh		Soda et Potass Tart	30@	33	
			Arnica					
		30	Asafœtida		Soda Carb		21/4	
		22			Soda, Bi-Carb	4@	5	
		25	Atrope Belladonna		Soda, Ash	3@	4	
			Benzoin		Soda, Sulphas	@	2	
VESIA.	18.74		" . Co	50	Spts. Ether Co	5000	55	

. 1	ADSIIItuium	TIMOT O TAMES.	C 0 31 D	1
4	Eupatorium 20	Aconitum Napellis R 60	Snuff, Maccaboy, De	1
١	Lobelia	" F 50	Voes @ 35	
	Majorum 28		Snuff, Scotch, De. Voes @ 35	
1	Months Pinerita 23	Aloes 60	Soda Boras, (po. 12) 11@ 12	
ı	" Vir 25	" and myrrh 60	Soda et Potass Tart 30@ 33	
	Rue	Arnica 50	Soda Carb 2@ 21/4	1
	Tanacetum, V 22	Asafœtida 50	Soda, Bi-Carb 4@ 5	
•	Thymus, V	Atrope Belladonna 60	Soda, Ash 3@ 4	
		Benzoin 60	Soda, Sulphas @ 2	
1	MAGNESIA.	" Co 50	Spts. Ether Co 50@ 55	
1	Calcined, Pat 55@ 60	Sanguinaria 50	" Myrcia Dom @2 00	1
	Carbonate, Pat 20@ 22	Barosma 50	" Myrcia Imp @2 50	
	Carbonate, K. & M 20@ 25	Cantharides	" Vini Rect. bbl.	1
	Carbonate, Jenning5 35@ 36	Capsicum 50	9 05)	1
•	Carbonate, Jennings 55	Cardamon 75	2 05)	1
	OLEUM.	" Co 75	Less 5c gal., cash ten days.	1
			Strychnia Crystal @1 10	1
1	Absinthium 5 00@5 50	Catechu 50	Sulphur, Subl 23/@ 31/2	1
	Amygdalae, Dulc 45@ 75		" Roll 2½@ 3	1
	Amydalae, Amarae 8 00@8 25	Cinchona 50	Tamarinds 8@ 10	1
	Anisi 1 90@2 00	" Co 60	Terebenth Venice 28@ 30	1
٠	Auranti Cortex @2 50	Columba 50	Theobromae 50@ 55	1
2	Bergamii	Conium 50	Vanilla	1
	Cajiputi 9001 w	Cubeba 50	Zinci Sulph 7@ 8	1
	Carvophylli	Digitalis 50	OILS.	1
	Cedar 35@ 65	Ergot 50	Bbl. Gal	1
	Chenopodii @1 75	Gentian 50		
1	Cinnamonii	" Co 60	Whale, winter 70 70	1
L	Citronella @ 75	Guaica 50	Lard, extra 55 60	1
	Conjum Mac 35@ 65	" ammon 60	Lard, No. 1 45 50	
	Copaiba		Linseed, pure raw 60 63	
	Cupaiba		Lindseed, boiled 63 66	1

60	Lard, No. 1	45
50	Linseed, pure raw	60
50	Lindseed, boiled	63
75	Neat's Foot, winter	
	strained	50
75	Spirits Turpentine	
35	PAINTS.	
50	Red Venetian	
50	Ochre, yellow Mars	
50	" Ber	13/ 90
50	Putty, commercial	
85	" strictly pure	
50	Vermilion Prime Amer	
00		
50	ican	1961

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Bill Prepared for Congress by the U. S. Dairy and Food Commissioners'

A Bill to Prevent Adulteration of Food and Drugs.

Section 1. Be it enacted, etc., that ment of —— a bureau to be known as the Bureau on Adulteration. The Presi-dent shall appoint by and with the advice of the Senate a competent chief of-ficer of said bureau, who shall receive a salary of \$5,000 a year, and hold office for four years and until his successor is appointed. The chief of the bureau may appoint, with the approval of the Secretary of the Department of --, such chemists, inspectors and clerks, not exceeding ten in number, with such salaries as the Secretary of the Department of

may approve, provided that the total expenses of inspectors and employes, but exclusive of suitable offices, laboratory, stationery and supplies, which shall be provided by the Secretary of the Department of ——, shall not exceed \$50,000 per annum.

Sec. 2. That no person or corporation shall transport or cause to be transported from the State, district or territory in which he resides or does business, into any State or territory, or from any foreign country or other State or territory, into the State or territory in which he resides or does business, for sale or barter, or to be offered for sale or barter, any article of food or drugs adulterated within the meaning of this act, and any person violating the above provisions shall be deemed guilty of a misdemeanor and upon conviction thereof shall, for the first offence, be fined not more than \$100, and for each subsequent offence not more than \$500, or imprisonment not exceeding one year, or both, in the discretion of the court.

Sec. 3. That no person shall, within the District of Columbia, or in any of the territories, or in any fort, arsenal, dockyard or reservation, or other place under the jurisdiction of the United States, manufacture, offer for sale, or sell any article of food or drugs which is adulterated within the meaning of this act; and any person violating this provision shall be deemed guilty of a misdemeanor, and upon conviction thereof shall be punished as provided in the preceding sec-

Sec. 4. That it shall be the duty of all collectors of customs, through the appraisers or other proper officers, to cause examinations to be made of articles of food or drugs which may appear to be adulterated, and if, on examination of any article of food or drugs, imported from any foreign country, it is found to be adulterated within the meaning of this act, a return to that effect shall be made upon the invoice, and articles so noted shall not be permitted to pass the custom-house, or be delivered to the conunless, on re-examination, as provided for in this act, it shall be found that the said articles are not adulterated.

Sec. 5. That the owner or consignee

shall have the privilege of calling, at his own expense, for re-examination, and on depositing with the collector of customs such sum as said collector may deem sufsuch sum as said collector may deem such such as said collector may deem such as said collector of customs to which said person may have been found guilty of manufacturing, selling, or said collector may deem such as said collector of customs to which said person may have been found guilty of manufacturing, selling, or said collector of customs to which said person may have been found guilty of manufacturing, selling, or said collector of customs to which said person may have been found guilty of manufacturing, selling, or said collector may deem such as said collector of customs to which said person may have been found guilty of manufacturing, selling, or said collector of customs to collector of customs to collector of customs and customs are said collector of customs. the articles in question; and in case the report by certificate of the analyst shall declare the report of the officer who exam-ined the goods to be erroneous and the said articles to be unadulterated, the said articles shall be returned to the owner or consignee, and pass without reservation on payment of duties, if any. But in case the officer's return be sustained by the analyst, the said articles shall be destroyed; provided that the tained by the analyst, the said articles shall be destroyed; provided that the owner or consignee, on payment of charges of storage and other expenses necessarily incurred by the United States, and on giving bond, with sureties satisfactory to the collector, agreeing to remove said articles from the United States, shall have the privilege of re-expenses, and on giving bond, with sureties satisfactory to the collector, agreeing to remove said articles from the United States, shall have the privilege of re-expenses, and on giving bond, with sureties satisfactory to the collector, agreeing to remove said articles from the United States, shall have the privilege of re-expenses, and the privilege of re-expenses are considered in the collector. The salesman, in many instances, is blamed if a certain trade is worked disastrously, but if it results in a good and prosperous business being built up, the house wants the large part of the credit for "good goods," low prices, etc., thinking any man of ordinary ability, backed by their "modus operandi," could have done as much, and perhaps porting them at any time within the period of six months after the date of the even go so far as to regret having paid

report of the inspector or public analyst. Bureau on Adulteration, one or more suitably qualified persons as inspectors and without which hearty co-operation,

Adulteration shall make, or cause to be inent and elegant house a bill of goods made, examination of specimens of food at thirty days net. The goods were sat- and drugs collected under its direction is factory, but the house made a draft in in various parts of the country, and shall publish in a weekly bulletin the results of such analysis. If it shall appear from such examination that any of the his next visit and convinced the buyer provisions of this act have been violated, the bureau shall at once report the fact to the proper United States District that as he had enough to do him for thirty days he could send it at the end of the agreement that the time on thirty days he could send it at the end of the agreement of accounts both laths

every district attorney, to whom the National Bureau on Adulteration or any in law, he sent the goods at once, billed collector of customs shall report any violation of this act, to cause proper thirty days, and just when the goods roceedings to be commenced and prosecuted without delay for the fines and made a draft for the amount of the inmade a draft for the amount of the inmade a draft for the amount of the inmade and the collection of the col penalties in such case provided, unless upon inquiry and examination he shall at what he called an unfair transaction, decide that such proceedings cannot and when the salesman called was conprobably be sustained, in which case he fronted by a man with his war paint on, shall report the facts to the National Bureau on Adulteration. And for the expenses incurred and services rendered retailer said, "We will not buy another in all such cases the district attorney shall receive and be paid from the Treasury shall receive and be paid from the Treasury such sum as the Secretary of the Treasury shall deem just and reasoned reswhere, and no fault of any one but the base of the states. The salary is \$50,000 a year, and I can easily live on \$10,000 and divide the rest among my credition. able, upon the certificate of the judge the house.

before whom such cases are tried or dis- Some Advantages of the Cash System.

posed of.
Sec. 9. That an article shall be deemed to be adulterated within the meaning of

(a) In the case of drugs:

1. If, when sold under or by a name ecognized in the United States Pharmacopæia, it differs from the standard of strength, quality or purity laid down

therein. 2. If, when sold under or by a name Section 1. Be it enacted, etc., that there shall be established in the Depart-Pharmacopæia, but which is found in some other pharmacopæia or other stan-dard work on materia medica, it differs materially from the standard of strength quality or purity laid down in such work. 3. If its strength or purity falls below the professed standard under which it is

(b) In the case of food: 1. If any substance or substances have been mixed with it, so as to lower or depreciate or injuriously affect its quality, strength or purity.

2. If any inferior or cheaper substance or substances have been substituted, wholly or in part, for it.

3. If any valuable or necessary constituent or ingredient has been, wholly or in part, subtracted from it.

4. If it is an imitation of, or is sold

ander the name of another article.

5. If it consists, wholly or in part, of

a diseased, decomposed, putrid, infected, tainted or rotten animal or vegetable substance or article, whether manufac-tured or not; or in the case of milk, if it is the product of a diseased animal.
6. If it is colored, coated, polished or

powdered, whereby damage or inferiority is concealed; or if, by any means, it is made to appear better or of greater value than it really is.

7. If it contains any added substance or ingredient which is poisonous or in-jurious to health; provided that the provisions of this act shall not apply to oounds with the name and per cent. of each ingredient therein, and are not injurious to health.

Sec. 10. The term "drug," as used in this act, shall include all medicines for adopt internal or external use. The term "food," as used herein, shall include all whether simple, mixed or compound.

Sec. 11. Every person manufacturing, offering or exposing for sale, or deliver-ing to a purchaser, any drug or article of ested, or demanding the same, who shall apply to him for the purpose, and shall tender him the value of the same, a sam-ple sufficient for the analysis of any such article of food which is in his possession.

Sec. 12. Whoever refuses to comply, upon demand, with the requirements of Section 11, shall be guilty of a misdemeanor, and, upon conviction, shall be fined not exceeding one hundred, or less than ten dollars, or imprisonment not exceeding one hundred, or less than thirty days, or both. And any person found guilty of manufacturing, offering for sale, or selling an adulterated article of food or drug under the provisions of this act, shall be adjudged to pay, in addition to the penalties heretofore pro-vided for, all the necessary costs and

Sec. 13. This act shall take effect and be in force from and after its passage.

The "House" to Blame. From the Ohio State Journa Much has been said and written about Much has been said and written about the ability of the salesman to represent \$1,000 invested on the cash plan, a merhis employer properly and build up a chant can do quite as large a volume of could have done as much, and perhaps port of the inspector or public analyst. the salesman a large salary when a Sec. 6. That in order to carry into efcheaper man might have accomplished The forces spoke tary of the Treasury is hereby author- of, i. e., house and salesman, must work suitably qualified persons as inspectors and without which nearly co-operation, and public analysts for adulterated food and drugs at such ports of entry, and with such compensation, as the Secretary of the Treasury may deem expedient; and it shall be the duty of the National Bureau on Adulteration to prepare instructions governing the work of such a such as the state of the one of the one of designation and without which ment of the result must be disastrous. Many a good, competent, careful salesman has had his reputation blasted by a careless office force or bad help in getting out the goods which were not up to the sample, owing to mistakes in shipping the proper articles, or being out of the ones designation. inspectors and analysts, which, when approved by the Secretary of the Treasury, shall govern their actions and that of collectors of customs, in preventing imated on the order, something "just as good" has been substituted, but which is not "just as good" to the purchaser, and the salesman, being the only one portation from foreign countries of food or drugs adulterated within the meaning house. An incident came under our observation recently which serves to illus of this act.

Sec. 7. That the National Bureau on trate. A retail grocer bought of a promthe analysis, duly authenticated by the analyst under oath.

that time on thirty days' time, or at once and give him sixty days. Fearing some have to have the same number of nalyst under oath.

Sec. 8. That it shall be the duty of rival salesman would load the retailer notches. Cheap, but ingenious.

A leading grocery firm of Olean, N. Y.,

writes the American Grocer as follows: We are still holding to the cash plan. This month we begin the sixth year under circumstances more favorable to us and more satisfactory, on the whole, than

any previous year.

Our rule is iron-clad; that is, we do not let the goods go out of our possession without the pay therefor. We send out quite a quantity of goods c. o. d., in which case the driver carries the change and collects the bills. We also have a fine shipping trade, amounting to several thousand dollars yearly, with families and lumbermen residing in adjoining counties. The cash plan includes them

as well as residents of our city (about 10,000 inhabitants). They send us the money before we ship the goods.

We regard the iron-clad rule as the only safe and sure one for a would-be cash grocer to adopt. We have no monthly pay-roll (i. e., where manufac-turers pay monthly). We cater very lit-tle to that class of trade. To be sure, we get more or less of it, generally from foremen, superintendents, or those not classed among the poor. We do, how-ever, sell credit coupon books in denominations of \$5 and \$10 at 2 per cent. dis-

count. Many well-to-do customers use the coupon books—the 2 per cent. dis-count fairly remunerating them for the advance cash they are obliged to make. The greatest difficulties to overcome in

adopting the change were:

1. To make up our minds to do it. We had been selling groceries on careful credit for seven years from the same store as the one in which we proposed to adopt the cash system. Our customers were among the best in town (our village then had about 7,500 inhabitants). A fair proportion of our trade, probably one-quarter, was from monthly customers, and to cut loose from these was quite an undertaking. mixtures or compounds recognized as ordinary articles of food, if the same be distinctly labeled as mixtures or compounds recognized as during a during an and the cash plan, local competition, and the advantages we knew the cash and the advantages we knew the cash system possessed, led us to make the change.

2. To make the public, and our customers in particular, believe we meant to medicines for The term plan. Of course, we published our in-"food," as used herein, shall include all tentions two or three months previous to articles used for food or drink by man, the change, talked with most of our best customers and found they favored the plan, so that when the change came we found that we lost only a few of these while those we lost from our monthly food included in the provisions of this act, shall furnish to any person interthe change. The volume of our trade has been larger under the cash system than it was under the credit.

3. Competition. Our competitors said it was a bluff. They watched our move-ments, copied our prices and tried for five or six months to "tire us out" by cutting prices. We pursued a steady course, held our prices as low as our competitors, advertised the advantages of the cash system and, on the whole, succeeded admirably in convincing most people that the grocer who bought for cash and sold for cash could adopt a lower range of prices than he who car-ried on a credit business. For the last three years or more we have had com-paratively pleasant sailing. We do not find it necessary to hold prices below our competitors on staple goods. We make our stores as attractive as possible, de-pend very much upon the service we render, and take special pride in keeping in stock the best and freshest goods. who adopts the cash business must make up his mind to lead, and not to follow

and he can do it. If we were to name some of the advantages of the cash plan, we should enumerate them about as follows:

1. Less capital is required. With business as \$2,000 will do on credit.

2. Several hundred dollars of worth-

3. Several thousand dollars of capital locked up in accounts.

4. A nice sum every year in discounting his bills. 5. The expenses of a book-keeper and a collector of his accounts.

The Way It Works.

Customer-What is this watch worth? Jewelry Salesman—That one? That's very handsome watch. Solid gold eighteen karat cases, very heavy, A1 ized to appoint, from names submitted to him for that purpose by the National the same end in view as to promptness, time. We have more demand for that kind of watch—"

"Well, what is it worth?" "We are selling that watch at \$90, and there is no profit in it at all. But it is such an excellent article that it recommends our business.'

"Ninety dollars is too much money for

me to lay out at once.' "Oh, you want to pay cash?"

"Certainly." "We can let you have that watch for

\$20. I thought you wanted it on our instalment plan."

Curious Method of Book-Keeping. The bakers of Paris have a rather original system of keeping accounts which may be called a kind of book-keeping by double entry. When the carrier delivers a loaf of bread, which, by the way, is about five or six feet long. he is handed a wooden lath about a foo long by the party to whom he delivers the bread. From a collection of laths

A Novel Suggestion.

"Yes, I am badly in debt and can't meet a man who isn't my creditor," re-plied a young man the other day, as he stood off a creditor for the dozenth time.
"But can't you set a time?"

"Hardly. I may, however, call a meeting of my creditors soon." "What for?"

"To lay a plan before them by which they can get their money."
"What is your idea?"
"To have them elect me President of the United States. The salary is \$50,000

and divide the rest among my creditors.
Just mention it to your folks, will you?"

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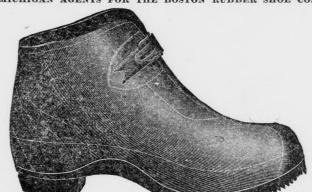
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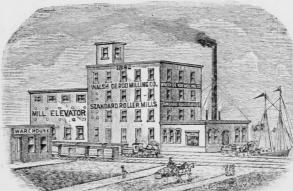


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