

The Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 12, 1890.

NO. 334.

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

Overalls, Pants, Etc.,
OUR OWN MAKE.

A COMPLETE LINE OF
Fancy Groceries and
Fancy Woodenware
OUR OWN IMPORTATION.
Inspection Solicited. Chicago and Detroit prices guaranteed.

Cook & Bergthold,
MANUFACTURERS OF

SHOW CASES.

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

106 Kent St., - Grand Rapids, Mich.

Magic Coffee Roaster.
The Best in the World.

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

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

Chas. Pettersch,
JOBBER OF

Imported and Domestic Cheese
Swiss and Limburger a Specialty.
161-163 West Bridge St., Telephone 123
GRAND RAPIDS, MICH.

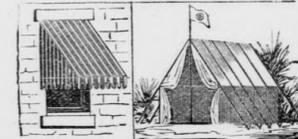
Eaton, Lyon & Co.,
JOBBER OF

Albums, Dressing Cases, Books
And a complete line of

Fancy
Holiday
Goods.

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

A W N I N G S
AND TENTS.



Flags, Horse and Wagon Covers, Seat Shades, Large Umbrellas, Oiled Clothing, Wide Cotton Ducks, etc. Send for Illustrated Catalogue.
CHAS. A. COYE, 11 Pearl Street, Telephone 106.

Something New

Bill Snort

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

Charlevoix Cigar Mfg Co.,
CHARLEVOIX, MICH.

Daniel G. Garnsey,
EXPERT ACCOUNTANT
AND
Adjuster of Fire Losses.
Twenty Years Experience. References furnished if desired.
24 Fountain St., Grand Rapids, Mich.

SEEDS!

Write for jobbing prices on Mammoth, Medium, Alsylke and Alfalfa Clover, Timothy, Orchard Grass, Red Top, Blue Grass, Field Peas, Beans, Produce and

WOOL.

C. Ainsworth,
76 So. Division St., Grand Rapids.

West Michigan BUSINESS UNIVERSITY AND NORMAL SCHOOL.
(Originally Lean's Business College—Est'd 1884 \$750,000.)
A thoroughly equipped, permanently established and pleasantly located college. The class rooms have been especially designed in accordance with the latest approved plans. The faculty is composed of the most competent and practical teachers. Students graduating from this institution MUST be efficient and PRACTICAL. The best of references furnished upon application. Our Normal Department is in charge of experienced teachers of established reputation. Satisfactory boarding places secured for all who apply to us. Do not go elsewhere without first personally interviewing or writing us for full particulars. Investigate and decide for yourselves. Students may enter at any time. Address West Michigan Business University and Normal School, 19, 21, 23, 25 and 27 South Division St., Grand Rapids, Mich.
J. U. LEAN, Principal. A. E. YEREX, Secy and Treas.

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

BROOMS!
Whisks, Toy Brooms, Broom Corn, Broom Handles, and all kinds of Broom Materials.
10 and 12 Plainfield Ave., Grand Rapids.

Learn Bookkeeping, Shorthand, Etc.,
AT THE
Grand Rapids Business College

Corner Ottawa and Pearl Streets.
Send for Circular.

Playing Cards
WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,
19 So. Iowa St., Grand Rapids.

Give Me a
BEN HUR
Cigar

ALLEN DURFEE. A. D. LEAVENWORTH.
Allen Durfee & Co.,

FUNERAL DIRECTORS,
103 Ottawa St., Grand Rapids.

EDMUND B. DIKEMAN

THE GREAT
REBUS ROLLER MILLS,
Remus, Mich., Jan. 20, 1890.

Watch Maker
AND
Jeweler,

44 CANAL ST.,
Grand Rapids, - Mich.

B

Apples,
Potatoes,
Onions.

FOR PRICES, WRITE TO
BARNETT BROS., Wholesale Dealers,
CHICAGO.

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.

FOURTH NATIONAL BANK
Grand Rapids, Mich.

A. J. BOWNE, President.
GEO. C. PIERCE, Vice President.
H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.
Makes a Specialty of Collections. Accounts of Country Merchants Solicited.

BEACH'S

New York Coffee Rooms.
61 Pearl Street.

OYSTERS IN ALL STYLES.
Steaks, Chops and All Kinds of Order Cooking a Specialty.

FRANK M. BEACH, Prop.

FIT FOR
A Gentleman's
TABLE:
All goods bearing the name of Thurber, Whyland & Co. or Alexis Goddillot, Jr.

E. W. HALL PLATING WORKS,
ALL KINDS OF

Brass and Iron Polishing
AND
Nickle and Silver Plating
Pearl and Front Sts., Grand Rapids.

Remus Roller Mills,
Remus, Mich., Jan. 20, 1890.

Martin's Middlings Purifier Co., Grand Rapids, Mich.
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 dandies. 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 work.
Yours truly,
D. L. GARLING.

HOW BIG STORES FIND OUT WHAT RIVALRY ARE DOING.

The proprietor of one of the largest dry goods stores in New York sat in his office looking over some marked advertisements in the Sunday newspapers. Presently he rang for the superintendent and that gentleman came in.

"These advertisements that I have marked here are worth inquiring into. It means that some of our competitors are offering special inducements at this time in the matter of seasonable goods. Attend to this at once, please, and let me hear from you."

Mr. Johnson bowed, took the papers and walked out. He devoted about half the next hour to carefully reading over the advertisements referred to by his employer. Then Mr. Johnson turned around and, nodding to one of the clerks in his office, said:

"I wish you would find Miss Williams in the bric-a-brac department. Tell her I would like to see her at once."

The clerk went out, and in a few moments returned with a young woman. She was a very pretty, demure and intelligent-looking girl. She was well dressed and seemed to know what she had been sent for. She looked up at the superintendent with an inquiring glance as she said:

"You sent for me, sir?"

"Miss Williams," said Mr. Johnson, "we will have to send you out again to-day."

Miss Williams simply nodded, smilingly, and then Mr. Johnson took the marked papers and spread them out before her. A long conversation followed. Miss Williams made notes from the advertisements as she read them and repeated them over to herself a number of times, as though committing them to memory. The superintendent said to her:

"Now, I would like to be able to report this matter to the firm by to-morrow, and if you are very spry you will be able to get around to all these parties to-day before 6 o'clock."

Miss Williams now withdrew to the room in which the clerks hung their wraps. In a few moments she came out with bonnet, gloves and wrap, looking not unlike many of the stylish young women who were coming in to start their day's shopping. When she stepped out into the street, she looked up and down for a moment as though undecided which way to go. Then she pursed up her pretty lips into a pout, nodded her head in a knowing way, and tripped off at a lively pace toward Fifth avenue. She had not gone far before she saw a throng of shoppers going into one of the big stores. She followed in their wake, and although the crowd in front of her was very large, she managed in some way to get near the front at each counter with very little difficulty. At one of the counters she remained for some time.

"I want to see some of that surah silk you have advertised," she said.

The clerk took down several bolts of the silk and she examined it critically. "Thank you," she said.

A moment later she was at another counter where large wax dolls were being disposed of to a hungry crowd of shoppers. There were several clerks at this counter, and the floorwalker, also, happened to be standing there. He let his eye fall upon Miss Williams and he seemed to recognize her. He stepped up to her, standing so that he was between her and the counter, and said in a voice slightly tinged with sarcasm:

"Ah! how do you do, Miss Williams? Very glad to see you."

Miss Williams drew herself up very rigidly, stared at the floorwalker in a most haughty manner, and said, very indignantly:

"Who are you, sir? I don't know you, sir. What do you mean, sir, by addressing me?"

"Well," said the floorwalker, "I thought I recognized you as the Miss Williams who once was employed here as a cash girl."

"No, sir. I am not the Miss Williams, sir, at all. I don't know you. Am I to be insulted?"

"Oh, no; I did not mean to insult you," said the floorwalker, taken somewhat aback by her grand airs, "I must have been mistaken."

Miss Williams bowed frigidly, in recognition of his apology, and pushed her way up to the counter. She bought several of the dolls, after examining them very closely, paid for them and ordered them sent to a house in West Forty-fourth street. She stopped at several other counters and bought other articles, which she had sent to the same address.

In the meantime the floorwalker, whom she had so brusquely repulsed, had been talking with a young cash girl of more than usually intelligent appearance. Evidently he was not satisfied of his mistake so far as Miss Williams was concerned, for he said to the girl:

"You just follow her. Don't lose sight of her, if it takes until to-morrow. If she goes into a house, wait for her. If she goes into a store, follow her. If she stays there, find out whether she is a clerk or not. If she don't keep on following her until you run her down."

In consequence, when Miss Williams again went out into the street, the little cash girl was following her at a respectful distance. After her experience with the floorwalker, Miss Williams had become very wary. She had maintained with considerable success the haughty demeanor she had assumed, and even when she stepped out into the street she held her nose high in the air. But after she had gone about half a block, and had looked around several times to see if she was being followed, the success of her bluff tickled her so much that she burst out laughing. In a moment the laugh had departed and her face had resumed its usual demure expression, for she was sharp enough and experienced enough to know that such indulgence might prove

fatal to her purpose. There were several other stores along Fourteenth street in which Miss Williams stopped, and at nearly every one she purchased something and had it sent to the Forty-fourth street house. She frequently referred, when her memory was at fault, to the notes she had made; but this was usually done on the street, and only with great caution within the stores.

From Fourteenth street she started up town on Sixth avenue. One of the first of the big stores that she came to was more than usually crowded, because of certain advertisements that had appeared in the paper of the day before.

Before entering this store, Miss Williams spent several minutes in studying over her notes. As she looked up from them and was about to put them into her pocket, her eye caught the young cash girl, who had been following her. There was hardly a change in her face to denote that she recognized the girl, and only for a moment did a shade of annoyance linger on her brow. Then she pretended to resume her study of the notes, but all the time she was watching the little girl out of the corners of her eyes. She had seen the girl in the store, and recognized her from this. It was now her aim to put the little one off her track. She put her notes into her pocket with a decided air and turned about as though to retrace her steps. The little girl did not budge. Miss Williams walked half a block away, then turned around as though undecided, and saw that the little girl had still not moved. For a moment Miss Williams was in doubt as to whether or not she had been mistaken. As she stood there outside the door, the little girl looked as though she were waiting for her mother to come out, and not as if she were playing the detective. To make certain, Miss Williams decided upon another test. She turned quickly and walked around the corner, stopping so she could see through the windows of the corner store on to Sixth avenue. A minute passed and the little girl had not appeared. Miss Williams was about to return, when she saw the cash girl come slowly up the avenue, apparently with no special idea in mind. Miss Williams stepped back into a doorway and waited to see if the girl would pass, but she was too wise for that. After having waited several minutes, Miss Williams' stock of patience was exhausted, and she came out. There was the little girl standing on the corner, calm as ever, with just a little hint of a confident smile on her face.

"You little rogue," said Miss Williams to herself, "you knew I couldn't have gone to the other corner in so short a time, and so you waited for me to come out of hiding. Well, we will see."

Miss Williams walked right along now as though she had really had some business in the house from which she had emerged, and returned to the dry goods store she had started to enter when interrupted by the little girl. But all her unpleasant experiences were not yet ended. She was examining some toys when a clerk said, sharply:

"See here, what store do you come from?"

"What do you mean?" returned Miss Williams, again assuming the airs of a queen.

"Oh, I know you," returned the clerk. "I have seen you before."

"How dare you insult me?" said Miss Williams. "I shall report you."

"Oh, that's all right," said the clerk. "I don't want to insult you, but I won't sell you anything. You cannot buy anything here."

Several other customers who were standing near looked up in surprise, while the little cash girl, who had smuggled herself in, leaned up against the adjoining counter and grinned from ear to ear.

"Well, we will see about that," said Miss Williams. "Where is the superintendent?"

"Here, cash," said the clerk, calling up a little cash girl, "take this lady to the superintendent."

The clerk said this in a very sarcastic manner, and for once Miss Williams' anger and indignation were not feigned. She did not go to the superintendent, however, but tried to outwit the clerk by going to another part of the store. The clerk was apprised of the fact, however, and got around in time to balk Miss Williams in her attempt to purchase. The clerk could not, of course, refuse absolutely to sell to her, but overcame this obstacle by saying that everything was sold. Miss Williams was followed from counter to counter, and finally gave up in despair, having been able to purchase only one article of the many she had started to get in this store.

With few exceptions, however, in the other stores she went to she found no difficulty in obtaining all that she desired. With the exception of a few minutes for lunch, she was on her feet nearly the whole day. Several times she attempted to escape from the little girl who was following her, but each time was entirely unsuccessful. She stopped for half an hour at the house of a friend. When she came out, she thought she had worn out the little girl's patience, for she was not in sight, but several minutes later the little girl bobbed up serenely, having spent the meantime munching cakes in a bakery across the way from the house at which Miss Williams had been visiting.

When Miss Williams finally turned up at the store from which she had started, the cash girl was close behind her. She saw Miss Williams go up stairs and report to the superintendent, and managed, through a shrewd question or two, to find out that she was employed there. Then, with a knowing nod of the head and a self-satisfied smirk, she gave up the chase. Miss Williams had been comparatively successful, and there were many articles awaiting her at home. Having announced this to the superintendent, she went home, and the next

morning came to the store at the usual hour with a written report of her entire experience and the samples she had obtained. These were critically examined by the superintendent, and then taken to the head of the firm.

Nearly every Monday clerks from the various dry goods houses go through the same experience, so that it has become a recognized custom. It is the only way in which the big retail merchants can keep themselves informed as to the inducements offered by their rivals. Monday is especially selected because the greatest bargains are usually advertised on the day previous. The object more particularly is to see whether the goods are really sold as advertised, and to enable each merchant to see for himself whether he is being undersold by a competitor in any particular article. Rarely does the same clerk go out for more than two or three weeks in succession. When the articles he or she has purchased are brought to the merchant, he compares them with the announcements in the advertisements, and if any of them are sold cheaper than in his own store, then the buyers of those particular articles are likely to be hauled over the coals.

"Some clerks," said the superintendent of one of the big stores recently, "go beyond their orders. I remember a girl who had been buying up bargains on a firm up town some time ago. She came to us and secured employment for the mere purpose of getting our prices and turning them over to the other firm. Of course, no reputable clerk would do that, and neither would a reputable firm countenance it."

"Not only do the firms endeavor to keep track of the bargains offered by their rivals, but they are fully as much interested in the prices of the regular stock goods. These are just as apt to vary as the prices of special bargains."

Industrial Partnerships.
Nicholas P. Gilman, in the Arena.

How far shall the partnership between master and men go? It should be confined to the industrial department, and stop short of a voice in the management, inspection of the accounts and responsibility for losses. These three things stand together. Establish the third, and you must admit the first two; deny the advisability of the first two, and you must also reject the equity of the third.

Gain sharing is probably too logical an arrangement for the mass of employers; they would be unwilling to pay a bonus to labor in years in which the business, as a whole, including the productive and the commercial departments, shows no profit or a positive loss. The practical effect of the majority of profit-sharing systems in operation to-day is that the workman takes the risk that the commercial departments will do as well as the industrial department of the manufactory. The workmen have it fully in their power to make a reduction from the present average cost of production in an iron foundry or a cotton mill, and if they do not accomplish this, then profit sharing would be recommended to little purpose and with slight reason. Making their contribution to the success of the business as a whole, they must then depend upon the business ability of the firm for the payment of any bonus. But this dependence is probably the best arrangement for the producer. He allies himself, having industrial ability, with one or two or three men of commercial talent. If the firm cannot succeed in selling goods at a profit, much less would a combination of simple producers be able to do it. The workman to-day depends for his wages, in the long run, upon the shrewdness and perseverance of his employer. It would probably be best in the great majority of cases where profit sharing is introduced that he should depend for his bonus also upon the same conditions. He then casts in his lot as a producer with the manager of the buying and selling department, and there is no separation in interests between the two departments, however logically desirable it might seem to be.

This considered, the objection that is most commonly raised to profit sharing, that it does not involve loss sharing, will be seen to be a boomerang in the hands of its users. The workman in an industrial partnership shares profits only when the whole establishment makes a profit to which he has contributed his share in his department. He falls to receive a bonus, and thus share losses, when he has actually done his part toward making a dividend, but the firm has not done as well, because success with them is not so simple a matter. Objection might be made from the workman's side with more consistency than from the employer's side. But when we take both parties into full consideration, and remember that it is a partnership they seek, in which one department must not expect to profit when the other is losing, then the equity of profit sharing becomes manifest.

Conventional Lies.
Mr Sympathetic—I would sooner cough myself than hear any one else.

Mrs. Spanker—I don't understand how that woman next door can whip her children so.

Miss Decent—That new bonnet you're wearing is very becoming.

Mrs. Pecksniff—Good-bye, my dear. I enjoyed your call so much, and am only sorry you can't stay to tea.

Mr. Houseful—It breaks my heart to lose my daughter, but take her, young man, and God bless you.

Miss Hifigh—George, you mustn't spend your money on me so foolishly.

A Study in Repartee.
Fenderson—What is the reason, I wonder, that fellow comes here every day or two to make a fool of himself?

Fogg—I don't know, unless it is he believes in doing in Rome as the Romans do.

STILL THEY COME.

Another Organization Launched to Entrap the Farmers.

The Farmers' League is the latest addition to the long list of organizations gotten up to wring hard-earned dollars from the farmers of the country. The constitution of the new organization is as follows:

The Farmers' League is a non-secret, independent, non-partisan organization, in harmony with the grange, kindred associations, agricultural societies, farmers' clubs and similar organizations. But the League goes a step further. Its object is the farmers' political welfare. The work of the League is directed toward securing a just representation and treatment of the agricultural interests in Congress and in the legislatures and due recognition of farmers in all public affairs, without conflicting with the best interests of the entire people. It consists of a national branch, state branch, county branches and subordinate branches. The national branch has general supervision of the affairs of the League and the work of organization, and attends to its interests in Congress. The state branch confines its work to the state legislature. The county branches are in a measure independent, yet under the supervision of the state branch, and attend exclusively to county matters and to affairs in senatorial and representative districts. The subordinate branches furnish the delegates who constitute the county branches and attend to the farmers' interests in local districts and in each election precinct.

CONSTITUTION—ARTICLE I.—OFFICERS.
Section 1. The officers of a branch are, president, vice-president, secretary, treasurer and doorkeeper, with an executive committee and such other officers and committees as may be desirable.

Sec. 2. Officers are elected in the national branch once in four years. In the state branch once in two years. In county and subordinate, annually.

ARTICLE II.—BRANCHES.
Section 1. The national branch will consist, when permanently organized, of the president and secretary of each state branch.

Sec. 2. The state branch consists of delegates, one from each county, to be elected by ballot, for two years, by the county branch.

Sec. 3. County branches consist of delegates, one from each subordinate branch in the county, elected annually by ballot. They have full control of the work in the county, and regulate the fees and dues of the subordinate branches.

ARTICLE III.—MEMBERS.
Section 1. Members of branches must be directly interested in the cultivation of the soil, and may be admitted by a majority vote of the members present at a regular meeting or at any special meeting called for the purpose. Members must be legal voters, women excepted.

Sec. 2. The initiatory fee of membership shall not be less than \$1.

Sec. 3. Each branch may make such rules as they deem proper, not in conflict with this constitution.

Sec. 4. Every member shall pay an annual dues of twenty cents to the national branch and at least thirty cents to the state branch, all other dues to be regulated by the county branches.

ARTICLE IV.—ORGANIZATION AND FEES.
Section 1. All charters are issued by the national branch.

Sec. 2. Five persons in one locality must first receive certificates of membership from the national treasurer, after which a charter may be issued without further expense.

Sec. 3. When five subordinate branches have been organized in one county, they may organize a county branch, and on application to the national treasurer, and a fee of \$2, may receive a charter for the same.

Sec. 4. When county branches have been organized in three of the counties in a state, they may organize a state branch and receive a charter from the national branch without any fee.

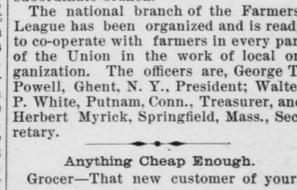
Sec. 5. The fees for the first five certificates of a subordinate branch shall go into the treasury of the national branch. Those of the second five go into the treasury of the county branch when formed. All other fees remain in the subordinate branch.

The national branch of the Farmers' League has been organized and is ready to co-operate with farmers in every part of the Union in the work of local organization. The officers are, George T. Powell, Ghent, N. Y., President; Walter P. White, Putnam, Conn., Treasurer; and Herbert Myrick, Springfield, Mass., Secretary.

Anything Cheap Enough.
Grocer—That new customer of yours is just married.

Delivery Clerk—Yes.
Grocer—Don't be particular about selling at close figures; they won't kick on prices while the honeymoon lasts.

Perfection Scale.
The Latest Improved and Best.



Does Not Require Down Weight.
Will Soon Save Its Cost on any Counter.
For sale by leading wholesale grocers.

The Michigan Tradesman

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Hum & Schneider, plumbers, have dissolved. The business will be continued by A. B. Hum.

The East Grand Rapids Lumber, Wood & Coal Co. has dissolved. Thos. Bates continues the business.

G. S. Stafford has opened a dry goods and notion store on South Division street. P. Stetekee & Sons furnished the stock.

E. E. Thayer has engaged in the confectionery business at 225 South Division street. W. R. Keeler furnished the stock.

The Michigan Can Manufacturing Co. has given the sole agency of its product in Ohio to the Arnold Woodenware Co., of Cleveland.

Tucker, Hoops & Co. have under contemplation the removal of their lumber office to Luther, where their mill and store are located.

"Soapine" peddlers have struck Grand Rapids, and are canvassing the city, selling the article from door to door on the basis of 5 cents per package.

Wm. H. Powers succeeds his father, Wm. T. Powers, as President of the Martin's Middlings Purifier Co. The latter drops in the position of Vice-President, which was formerly occupied by Wm. H. Powers.

Wm. Hetterscheld, formerly proprietor of the Central Pattern Shop, has formed a copartnership with B. B. Powell, and the firm has started a machine shop at 68 South Front street, under the style of the Powell Machine Works.

John P. Stetekee and Fred Cady have formed a copartnership under the style of Stetekee & Cady and purchased the grocery stock of C. E. Hull & Son at 79 West Leonard street. They have also added a notion stock, which was furnished by P. Stetekee & Sons.

The Wilson drug stock, which was brought down from Sand Lake by the Hazeltine & Perkins Drug Co. about two weeks ago, has again changed hands, having been replevined by Rosenthal & Sons, of Cincinnati, and removed to the Fuller block. As Julius Houseman is surety on the Rosenthal's bonds, the Drug Co. is naturally pleased at the turn affairs have taken.

Perkins & Co. are now pleasantly settled in the offices they have been building this season. The first floor consists of half a dozen rooms, handsomely finished in oak, with vault and all other modern conveniences. Above this is a well-lighted draughting room, fitted with photographic appliances. This firm claim the credit of being the first in the city to make successful commercial use of the phonograph, which they have employed for nearly a year.

AROUND THE STATE.

Bellevue—Geo. Miller has closed his meat market.

Remus—Dan. Horton is closing out his stock of hardware.

Ludington—S. Slaght, grocer, is succeeded by S. Slaght & Co.

South Boardman—George Robison has opened a meat market here.

Burr Oak—Rockwell & Son succeed F. W. Sheldon in general trade.

Alpena—Geo. D. Bradford has sold his meat business to H. J. Clark.

Frank Obits, the Greenville grocer, was in town three days last week.

Flint—Crawford & Wright succeed Albert Myers in the clothing business.

South Boardman—Geo. W. Nelhard has sold his meat market to Henry Monroe.

Iron Mountain—Emil Carriere succeeds Carriere & Barrett in the hardware business.

Blissfield—Samuel Lee, late of Hudson, has embarked in the bakery business.

Flint—Buckingham & Jones succeed Geo. W. Buckingham in the clothing business.

Hopkins Station—Ludlow's meat market has been closed on account of hard times.

Eaton Rapids—John Blacker will return from Chicago and re-open his tailor shop here.

Ann Arbor—Z. Roath has been admitted to the firm of Bach & Abel, dry goods dealers.

Cheboygan—Ed. C. Nutt has purchased Dr. O'Connor's drug store and will soon take possession.

Fife Lake—C. T. Kimball has purchased the interest of E. F. Foster in the city meat market.

Stanton—The H. S. Cook hardware stock is advertised to be sold at assignee's sale on February 14.

Hastings—Chas. Lunn, of the former firm of Lunn Bros., has opened a tailor shop in Eaton Rapids.

Sparta—Hicks & Walsh, formerly of Byron Center, have purchased the meat market of David & Co.

Charlotte—Keeler Bros., who have conducted a dry goods store here since 1886, have discontinued the same.

Nashville—G. A. Truman, general dealer, has associated his son Sanford in business with him.

Ionia—R. C. Stone's dry goods store has been closed. An indebtedness of about \$18,000 is the cause.

Ganges—S. S. Waldo is closing out his dry goods and grocery stock, having decided to go in other business.

Byron—A gentleman from Perry has rented N. Gulick's store and intends to embark in the grocery business.

Frank A. Rockafellow, President of the Rockafellow Mercantile Co., at Carson City, was in town one day last week.

Petoskey—A. C. Huntley and A. Furtney have formed a copartnership and purchased Milor's boot and shoe stock.

Marcellus—Frank Caldwell, formerly of Schoolcraft, has engaged in the grocery business here with his brother S. F. Caldwell.

Grand Ledge—A. J. Halsted has arranged to remove his grocery stock to Byersson, where he was formerly engaged in trade.

Hilliards—A portion of the Foote stock was recently replevined from the store of H. Parmelee, and taken to Dorr, where it was appraised at \$694.

Vicksburg—C. Carlisle, of the firm of Baker & Carlisle, dealers in drugs and groceries, has sold his interest to R. Baker, who will continue the business.

Coopersville—Warren Reynolds, who sold his grocery to Bas Dell and bought a tea store at Ionia, has returned and opened a grocery next to his old stand.

Kalamazoo—Geo. Munger, who has been in charge of the stock and books of Huntley & Baker, has been appointed a receiver and has given a bond of \$1,500.

Kalamazoo—E. J. Clark, formerly engaged in the dry goods business at Greenville, has opened a dry goods establishment here in the double store in the new Chase block.

Kalamazoo—John A. Wheeler and Ad. C. Pitkin have formed a copartnership under the firm name of Wheeler & Pitkin, and will embark in the plumbing, steam and gas fitting business.

Detroit—D. L. Hempstead, who has been associated with H. A. Newland & Co. for the past ten years, has returned to Walter Buhl & Co., where he was previously located for nine years.

Detroit—J. A. Fay & Co., of Cincinnati, have commenced suit against James Jenks & Co. for \$20,000 for the non-payment of a \$12,000 note, alleged to have been given on October 19, 1886.

Vicksburg—O. C. Carrier will move to Cisco, Ill., having traded his grocery stock here to Hugh Goldsmith for a stock of goods at the above named place. Goldsmith takes possession in a day or two.

Carson City—N. W. Daggett has leased the west store in the Rockafellow block, which he will occupy with his general stock. The Rockafellow Co. is fitting up the second floor of its block for mercantile purposes.

Vermontville—The meat markets owned by Fuller & Rhodes and E. C. Boardman have been consolidated. Mr. Rhodes retiring from the former firm. The new firm will be known as Fuller & Boardman and the business will be conducted in the market occupied by Boardman.

Whitehall—The stock of merchant tailor goods lately owned by G. C. Funk was sold Tuesday on the mortgage held by Field, Benedict & Co., who replevined the stock from attaching creditors. Their mortgage was for about \$1,350, and the stock was bid in by them for \$75, subject to \$1,150 balance on the mortgage.

MANUFACTURING MATTERS.

Pontiac—S. A. King has sold his foundry to W. F. Stewart & Co.

Flint—A. Braford & Son succeed A. Braford in the cooperage business.

Hartwick—Mr. Filley succeeds Vanderhoof & Filley in the lumber business.

Sheridan—Fargo & Murray have sold their shingle mill to Gebhart & Johnson.

Muskegon—A. W. Gumsier, of Terre Haute, Ind., has opened a basket factory here.

Republic—Jochim & Co. are succeeded by Munson & Peterson in the lumber business.

Bay City—Ross, Bradley & Co. have increased their capital stock from \$75,000 to \$100,000.

Reading—Kesslerling & Cowan, sawmill, have dissolved, William Cowan continuing.

Douglas—The Fruitgrowers' Manufacturing Co. has increased its capital stock from \$15,000 to \$25,000.

Casnovia—Williams & Hutchins, wagonmakers, have dissolved. A. L. Williams will continue the business.

Huron—Langdon Hubbard has sold his general stock to Ira O. Trumbull. He will continue in the lumber business.

East Saginaw—John C. Brown has put in about 35,000,000 feet on Dead river and will conclude operations early in March.

Mt. Pleasant—J. E. Chatterton has assumed the general management of the Mt. Pleasant Lumber and Manufacturing Co.

Detroit—The capital stock of the Michigan Radiator & Iron Manufacturing Co. has been increased from \$125,000 to \$200,000.

South Arm—Wm. Parkes & Co. have merged their sawmill and general store into a stock company, under the style of the Parkes Lumber Co.

Detroit—The report of Charles H. Fisk, assignee of the Hoffman Machine Co., states that the assets of the company are \$11,810.26 and the liabilities \$26,167.

Traverse City—F. D. McCarty has retired from the Traverse City Manufacturing Co., and the company now consists of E. N. Emory, R. W. Round and C. D. Monroe.

Midland—Sam Lias, who is lumbering for Gordon & Fales, on the Tittabawassee, has 3,500,000 feet skidded. The same firm is putting in 1,000,000 feet on the Chippewa.

East Saginaw—C. M. Hill has abandoned his idea of removing his sawmill to Duluth, and has put it on the market. If not sold, it will be stocked and operated the coming season.

Otsego—The Russell Cart Co. has been organized by home capital and Chicago parties, having obtained leases of three buildings west of the depot, which are being fitted up for immediate occupancy.

Detroit—Rufus N. Crossman, George R. Jenkins and Henry H. Cushing have formed the Detroit Office Device Co., with a capital of \$5,000. They will manufacture office furniture and supplies.

Midland—"Uncle John" Larkin, who has run a sawmill here since 1858, has sold out to W. D. Marsh and C. Brown for \$13,500. The purchasers will organize a stock company to continue operations.

Middleville—E. W. Carr has made arrangements to build a cooper shop at Hastings. The building will be 30x100 feet in dimensions, and, besides a cooper shop, will include a packing house and store room.

Culver—D. D. Potter's mill manufactured 2,000,000 feet of lumber and 1,000,000 shingles last season. He has another mill, located two and a half miles east of Alger, which manufactured 7,000,000 shingles.

Manistee—S. Babcock has broken ground at Copenish for his hoop factory, which he proposes to move from here to that point and hopes to have it in running order by May 1. There is a very large amount of elm tributary to that town and he will get raw material for years.

East Saginaw—Sibley & Beringer will finish lumbering their pine tributary to their Tawas mill this winter. About 10,000,000 feet will be brought from Marquette to Tawas to complete the season's work for the mill. They have, however, large holdings of pine in Minnesota.

Otsego—C. D. Stuart has sold his water power and workshops, including the sawmill, retaining possession of and continuing the chair business until January 1, 1891. Purchasing parties' names are not given out, but are understood to be some of the stockholders of the Bardeen Paper Co.

Manistee—Among other new industries on the programme is a flour mill, to cost \$80,000. Louis Sands is one of the chief instigators of the project, which is earnest sufficient that it will go through. Already 220 shares have been subscribed, and the stock has only been on the market for a few days.

Detroit—The Hall Consolidated Brick Co. has been incorporated, with a capital stock of \$600,000. The stockholders are as follows: Henry C. Moore, 53,000 shares as trustee, and 1,000 individually; Horace G. Smith, 800; Chas. E. Christian, 600; Richard H. Hall, 4,000, and John F. Marke, of Marquette, 300.

Detroit—Corbin, May & Co., of Chicago, sued W. J. Gould & Co., of this city, for alleged infringement of the "Little Tycoon" trade mark. Judge Brown granted an injunction restraining Gould & Co. from using the trade mark, but the United States Supreme Court has dissolved the injunction.

Flint—The Crapo planing mill has shut down, and it is doubtful if it ever resumes operations. The lumber yard will be continued, and about a dozen of the employes retained. It is not unlikely that the mill will ultimately be converted into a woodworking establishment. One cart firm desires to let a contract for 10,000 cart bodies.

Big Rapids—The business of the Phelps Lumber Co. will be gradually closed up within the next few months. This determination was reached some time before the death of the late Hon. Fitch Phelps, president of the company, as it was the latter's wish to relieve himself as much as might be from business entanglements, so that he might devote more time to travel and the improvement of his stock farm.

Manistee—Cook Bros., who have been dealing somewhat in logs for the past two or three years, are about to erect a small sawmill at Cleon Centre, a new town on the Manistee & Northeastern Railroad, and have the framing timbers on the ground. Mr. Luse, of Ohio, who has been prospecting in this vicinity for a desirable location for a hardwood mill and handle factory, has about decided on the same place as a location for his prospective plant.

Manistee—Louis Sands has a portable mill in operation at the site of his new mill at Lake City and is getting out the frame of his new mill, which he expects to have in operation by the middle of the season. Although the town offered a bonus of \$25,000 to any one who would locate a mill there, the site offered did not suit Mr. Sands, so he refused the bonus and purchased his own site, preferring not to be dependent on any corporation or body of men.

Manistee—The Manistee Lumber Co. is putting considerable repairs on the old Engelmann mill, and among other things has purchased a large engine which is being put in to replace three engines. The idea is that one engine will be able to do the work better and cheaper, and be more easily attended to. Two steam niggers are being put in. As the mill had not had any repair for two or three years, it was considerably run down, but it is now in hands that will keep it up to the highest notch of efficiency.

East Saginaw—The lumber capacity at this end of the river has been reduced about 25,000,000 feet by the sale and dismantlement of the N. & A. Barnard mill and the burning of the Warner & Eastman mill. There has been some talk that a small circular and band mill would be erected by Warner & Eastman on the site of the burned mill, as they have a salt block in working shape and all teams and docks. What the result will be is yet unknown. At present indications there will be sufficient milling capacity to take care of all the logs. We can cut over 800,000,000 feet and it is doubtful if the log product that reaches this river the coming season will exceed those figures.

Wants West Bay City Recognized. C. M. La Rue, the West Bay City druggist, puts in the following pertinent plea for his native city:

I notice in your paper that you credit all our enterprises to Bay City. Now, we have a city of nearly 15,000 inhabitants. Both Wheeler's and Davidson's ship yards are in West Bay City; also Sage's sawmill, the largest on the river—all of which your paper credits to Bay City. Now give West Bay City all the credit that belongs to her. The new iron bridge between Bay City and West Bay City, costing \$125,000, was opened to travel on January 24. The Cincinnati, Saginaw & Mackinaw Railway is completed to West Bay City and regular trains are run between here and Durand.

THE TRADESMAN is pleased to note the spirit exhibited by the writer of the above protest. It is such a spirit—a firm belief in the prosperity and supremacy of one's home city—that makes cities great and powerful.

Good Opening For a General Stock. Anyone seeking a location for a general stock would do well to obtain from THE TRADESMAN the name of the town thus described by a local correspondent:

At the present time there is a grand opening for a general stock of merchandise in this town. The facts are these: The Patrons of Industry flour, flourished and fell. They could not make contracts with any dealers in this town, so went to adjoining places, and were gulled and cheated at every turn. Now, they are anxious to return to trade at this town, but the only general dealer here holds prices up and does not compete with reputable dealers in adjoining towns. The Patrons of Industry craze is ended, and the people want a general stock here, conducted on modern business principles. A well-selected stock, selling goods at bottom prices for cash, would do a good business from the start and steadily increase its volume of trade.

No Wonder the People are Destitute. A Grand Rapids firm recently received from a customer at Newark, South Dakota, a check for \$1 on the Bank of Newark. As the check could not be handled to advantage by a Grand Rapids bank, it was sent to the bank on which it was drawn, accompanied by a stamped return envelope, with a request that the amount of the check be forwarded in postage stamps or currency. The returns were 75 cents, making the net returns to the Grand Rapids house 71 cents.

So long as the people of the Dakotas are at the mercy of such Shylocks, it is no wonder that they are destitute and find it necessary to invoke aid from other states, in order to keep from starving.

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

FOR SALE, WANTED, ETC. Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisement taken for less than 25 cents. Advance payment.

BUSINESS CHANCES. FOR SALE—AT ONCE, CLEAN STOCK OF DRY goods, boots and shoes, hats and caps, gents' furnishings in a good town of 2,000 population; two railroads; low rent and insurance; waterworks; stock about \$8,000; can be reduced to \$5,000; if you want a clean, nice business, look this up; will not wait to sell after April 1. Address No. 582 care Tradesman. 582

FOR SALE—STOCK OF DRUGS, LOCATED IN A VILLAGE surrounded by a good country; good trade; object of selling, practice here. Address Dr. H. E. Hufferford, Stetson, Mich. 572

FOR SALE—AT ONCE—A NEW, WELL-SELECTED stock of general merchandise in a live town and wealthy and prosperous farming community on the Michigan Central Railroad; inventory about \$20,000; annual business \$28,000; new, modern, double, brick store; best location; low rent and insurance; can reduce stock; reason for selling, poor health. Address, Box 178, care Tradesman. 575

FAIR CHANCE TO BUY THE ONLY DRUG STORE in Central Michigan railroad town of nearly 400, with fast-growing farming country; stock and fixtures invoice \$1,200; half cash, balance on easy payments; good new fixtures; only drug, book, stationery, wall paper, paint and jewelry stock in town; splendid opening for young man; good reasons for selling; if you want it, address for particulars, L. M. Mills, 568 Westlly Ave., Grand Rapids, Mich. 573

FOR SALE—AT ONCE, CLEAN STOCK OF HARDWARE, STOVES, furniture and crockery, with full stock of tools for the farmer; a bargain for cash or part cash and time; low rent for building. Lock box 73, Greenville, Mich. 574

FOR SALE—CLEAN STOCK OF DRY GOODS, Groceries, boots and shoes, hardware and drugs, situated in good trading point; will inventory about \$3,000; sales for past three years, \$42,000; reason for selling, owner has other business. Address No. 559, care Michigan Tradesman. 579

I HAVE SEVERAL FARMS WHICH I WILL EXCHANGE for stock of goods, Grand Rapids city property, or will sell on easy payments; these farms have the best of soil, are under good state of cultivation, and located between the cities of Grand Rapids and Muskegon. O. F. Conklin, Grand Rapids, Mich. 581

FOR SALE—WE OFFER FOR SALE, ON VERY favorable terms, the F. E. Beckett drug stock, at 75 Canal street, Grand Rapids, Hazeltine & Perkins Drug Co. Price, \$1,400. 581

SITUATIONS WANTED. WANTED—SITUATION BY REGISTERED PHARMACIST, with six years' experience; good reference. Address No. 581, care Tradesman. 581

MISCELLANEOUS. COMPLETE HISTORY OF THE PATRONS OF INDUSTRY, from the inception of the organization; only a few copies left; sent postpaid for 10 cents per copy. Address: The Tradesman Company, 614 Rapids

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. 582

SAMPLES OF TWO KINDS OF COUPONS FOR RETAILERS will be sent free to any dealer who will write for them to the Suttiff Coupon Pass Book Co., Albany, N. Y. 582

BASEMENT TO RENT. The large, light and dry basement under the Steele meat market, in the McMullen block, 19 and 21 So. Division street. Large doors in rear open even to alley. Apply on premises to W. G. SINCLAIR & CO.

F. A. WURZBURG & Co., Exclusive Jobbers of: DRY GOODS, HOSIERY, NOTIONS, UNDERWEAR, 19 & 21 SOUTH DIVISION ST., GRAND RAPIDS, - MICH.

PURE GOLD Is good, but no more standard than the celebrated

JACKSON CRACKER CO., Jobber of Candy and Nuts, Cigars and Cheese. JACKSON, MICH.

Wholesale Jewellery! 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 full line of Children's Jewelry, and an elegant stock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Locketts for the Dry Goods and Furnishing Goods trade.

W. F. & W. M. WURZBURG, EXCLUSIVE JOBBERS AND MANUFACTURERS OF JEWELRY, NEW YORK—202 Broadway, Room 7. Widdcomb Building, Grand Rapids, Mich. Will send dealers small sample line, if desired, on approval.

FOR SALE, WANTED, ETC. Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisement taken for less than 25 cents. Advance payment.

BUSINESS CHANCES. FOR SALE—AT ONCE, CLEAN STOCK OF DRY goods, boots and shoes, hats and caps, gents' furnishings in a good town of 2,000 population; two railroads; low rent and insurance; waterworks; stock about \$8,000; can be reduced to \$5,000; if you want a clean, nice business, look this up; will not wait to sell after April 1. Address No. 582 care Tradesman. 582

FOR SALE—STOCK OF DRUGS, LOCATED IN A VILLAGE surrounded by a good country; good trade; object of selling, practice here. Address Dr. H. E. Hufferford, Stetson, Mich. 572

FOR SALE—AT ONCE—A NEW, WELL-SELECTED stock of general merchandise in a live town and wealthy and prosperous farming community on the Michigan Central Railroad; inventory about \$20,000; annual business \$28,000; new, modern, double, brick store; best location; low rent and insurance; can reduce stock; reason for selling, poor health. Address, Box 178, care Tradesman. 575

FAIR CHANCE TO BUY THE ONLY DRUG STORE in Central Michigan railroad town of nearly 400, with fast-growing farming country; stock and fixtures invoice \$1,200; half cash, balance on easy payments; good new fixtures; only drug, book, stationery, wall paper, paint and jewelry stock in town; splendid opening for young man; good reasons for selling; if you want it, address for particulars, L. M. Mills, 568 Westlly Ave., Grand Rapids, Mich. 573

FOR SALE—CLEAN STOCK OF HARDWARE, STOVES, furniture and crockery, with full stock of tools for the farmer; a bargain for cash or part cash and time; low rent for building. Lock box 73, Greenville, Mich. 574

FOR SALE—AT ONCE, CLEAN STOCK OF DRY goods, boots and shoes, hats and caps, gents' furnishings in a good town of 2,000 population; two railroads; low rent and insurance; waterworks; stock about \$8,000; can be reduced to \$5,000; if you want a clean, nice business, look this up; will not wait to sell after April 1. Address No. 582 care Tradesman. 582

I HAVE SEVERAL FARMS WHICH I WILL EXCHANGE for stock of goods, Grand Rapids city property, or will sell on easy payments; these farms have the best of soil, are under good state of cultivation, and located between the cities of Grand Rapids and Muskegon. O. F. Conklin, Grand Rapids, Mich. 581

FOR SALE—WE OFFER FOR SALE, ON VERY favorable terms, the F. E. Beckett drug stock, at 75 Canal street, Grand Rapids, Hazeltine & Perkins Drug Co. Price, \$1,400. 581

SITUATIONS WANTED. WANTED—SITUATION BY REGISTERED PHARMACIST, with six years' experience; good reference. Address No. 581, care Tradesman. 581

MISCELLANEOUS. COMPLETE HISTORY OF THE PATRONS OF INDUSTRY, from the inception of the organization; only a few copies left; sent postpaid for 10 cents per copy. Address: The Tradesman Company, 614 Rapids

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. 582

SAMPLES OF TWO KINDS OF COUPONS FOR RETAILERS will be sent free to any dealer who will write for them to the Suttiff Coupon Pass Book Co., Albany, N. Y. 582

FOR SALE, WANTED, ETC. Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisement taken for less than 25 cents. Advance payment.

BUSINESS CHANCES. FOR SALE—AT ONCE, CLEAN STOCK OF DRY goods, boots and shoes, hats and caps, gents' furnishings in a good town of 2,000 population; two railroads; low rent and insurance; waterworks; stock about \$8,000; can be reduced to \$5,000; if you want a clean, nice business, look this up; will not wait to sell after April 1. Address No. 582 care Tradesman. 582

FOR SALE—STOCK OF DRUGS, LOCATED IN A VILLAGE surrounded by a good country; good trade; object of selling, practice here. Address Dr. H. E. Hufferford, Stetson, Mich. 572

FOR SALE—AT ONCE—A NEW, WELL-SELECTED stock of general merchandise in a live town and wealthy and prosperous farming community on the Michigan Central Railroad; inventory about \$20,000; annual business \$28,000; new, modern, double, brick store; best location; low rent and insurance; can reduce stock; reason for selling, poor health. Address, Box 178, care Tradesman. 575

FAIR CHANCE TO BUY THE ONLY DRUG STORE in Central Michigan railroad town of nearly 400, with fast-growing farming country; stock and fixtures invoice \$1,200; half cash, balance on easy payments; good new fixtures; only drug, book, stationery, wall paper, paint and jewelry stock in town; splendid opening for young man; good reasons for selling; if you want it, address for particulars, L. M. Mills, 568 Westlly Ave., Grand Rapids, Mich. 573

FOR SALE—CLEAN STOCK OF HARDWARE, STOVES, furniture and crockery, with full stock of tools for the farmer; a bargain for cash or part cash and time; low rent for building. Lock box 73, Greenville, Mich. 574

FOR SALE—AT ONCE, CLEAN STOCK OF DRY goods, boots and shoes, hats and caps, gents' furnishings in a good town of 2,000 population; two railroads; low rent and insurance; waterworks; stock about \$8,000; can be reduced to \$5,000; if you want a clean, nice business, look this up; will not wait to sell after April 1. Address No. 582 care Tradesman. 582

I HAVE SEVERAL FARMS WHICH I WILL EXCHANGE for stock of goods, Grand Rapids city property, or will sell on easy payments; these farms have the best of soil, are under good state of cultivation, and located between the cities of Grand Rapids and Muskegon. O. F. Conklin, Grand Rapids, Mich. 581

FOR SALE—WE OFFER FOR SALE, ON VERY favorable terms, the F. E. Beckett drug stock, at 75 Canal street, Grand Rapids, Hazeltine & Perkins Drug Co. Price, \$1,400. 581

SITUATIONS WANTED. WANTED—SITUATION BY REGISTERED PHARMACIST, with six years' experience; good reference. Address No. 581, care Tradesman. 581

MISCELLANEOUS. COMPLETE HISTORY OF THE PATRONS OF INDUSTRY, from the inception of the organization; only a few copies left; sent postpaid for 10 cents per copy. Address: The Tradesman Company, 614 Rapids

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. 582

SAMPLES OF TWO KINDS OF COUPONS FOR RETAILERS will be sent free to any dealer who will write for them to the

JO BRANT'S TRIAL.

Written for The Tradesman.

You want to know how the case was tried, you say, and the sentence of the court, A sort of a summary of the case, kind of a brief, short-hand report.

But the case was an uncommon one, and some nice points of law were involved, And the lawyers had come from the towns all around to hear their intricacies solved.

The seats were all crowded with women, and men packed the balls and the aisles— A sight, sir, I tell you, they were—the rich and the poor, all grades and all styles;

You could hear a pin drop, as he entered, and a shudder ran through the crowd, For Jo was a rough-looking fellow and a tough one, as was mostly allowed.

"I thank you, Judge, I have, sir," said Jo. "I'll commence away back at the start— 'Twill give you a better chance for to judge than if I give you a part.

"Well, sir, I built a house there, such as it was, and worked with all of my might A clearing the land and earning my bread like a man that's honest and right.

"But I kept right on, and my wife was as willing and as true and as good To help at the clearing and planting as, being a delicate woman, she could,

"Well, Judge, that man he had bought it unbeknown and, sir, in an underhand way— There was nothing for me but to buy it, if on it I wanted to stay.

"But, sir, there wasn't much use of us kicking—poor folks have no business at law, And it's risky paying out money to lawyers, just for picking a flaw.

"And the children they kept right on coming until seven sat at our board, But, Judge, they were the sweetest of blessings that ever came straight from the Lord.

"The complainant then came to my house, with his smooth, villainous face, And told us on what terms we could settle, or else we must vacate the place;

"Why, Judge, I could have killed him, and justly. I ordered him out then and there, But he parleyed and begged and promised so much, so strong and honest and fair,

"And so, at last, we consented, providing that sometime we might Take him back to ourselves, by the payment of a sum that was right.

"He was to bring him home for a visit, every now and then, for a day, But never a once for a twelve-month had he done so since he took him away.

"Yes, Judge, I see you're uneasy and it's rather a long story, I know, But I'll make it as short as I can and feel better when with it I'm through.

"Yes, sir, a week and a month, to a day, and that beautiful, sweet, loving girl Had gone to her God, and I cut from her brow, as a sort of memento, this curl.

"And the next of this curse that befell us came in its most horrible form, Making the death of our Emma a prelude, just a cloud preceding a storm.

"But I was alone to attend them (the neighbors to come in were afraid), And Harry and Tommy died in a week and by the side of Emma were laid.

"'Twas a thing, sir, to freeze a man's blood, to drive reason off of her throne, To cause wonder if God was justice and right in all that was done.

"Yes, sir, she bore it that way, bless heaven, and went to God with her prayer, And, perhaps it is foolish in me, but I lay my recovery there;

And, sir, I was getting along pretty well, might say I was getting quite smart— Still, something was pressing my temples and a goneness hung hard on my heart.

"Yes, sir, scoffed at our anguish and said, 'The old farm is valued too high. It's worthy a solid two thousand, no doubt, but Benny it never can buy.'

"But 'twas scarcely a month when our Robert, just fourteen years old on that day, And Mary, the youngest save Benny, returning from meeting one day,

"And wife, how she lived through that nightmare of death and came back almost from the dead I know not, sir; but she did, poor thing! And for weeks, when asleep or awake,

"So, one day, I came to this city for the doctor to go with his skill. Had just got to complainant's—to the track just at the foot of the hill.

"And that, sir, was mighty soon done, and I ran like a deer with the kid, Didn't stop to look back nor to ask if 'twas a brave act of duty I did.

"No, Judge, I didn't stop to enquire, when that train had vanished from sight, Whether Benny was ours or whether a father to his child has a right;

"When complainant came down the next morning and said that Benny must go, We offered the deed, but he furiously said that 'nothing but Benny would do.'

"But the wretch, sir, scoffed at our plea and demanded the child as his own, Then I thrust him out of my house, as a king would a thief from his throne.

Well, sir, that was the case of Jo Brant, the roughest of the old pioneers. He made his own plea, and the court and lawyers and all hands were in tears.

Well maybe there wasn't spitting and cheering and shaking of hands all around, And mebbly no one was glad to see that villainous complainant get downed;

And mebbly there wasn't spitting and cheering and shaking of hands all around, And mebbly no one was glad to see that villainous complainant get downed;

And mebbly there wasn't spitting and cheering and shaking of hands all around, And mebbly no one was glad to see that villainous complainant get downed;

And mebbly there wasn't spitting and cheering and shaking of hands all around, And mebbly no one was glad to see that villainous complainant get downed;

And mebbly there wasn't spitting and cheering and shaking of hands all around, And mebbly no one was glad to see that villainous complainant get downed;

And mebbly there wasn't spitting and cheering and shaking of hands all around, And mebbly no one was glad to see that villainous complainant get downed;

And mebbly there wasn't spitting and cheering and shaking of hands all around, And mebbly no one was glad to see that villainous complainant get downed;

And mebbly there wasn't spitting and cheering and shaking of hands all around, And mebbly no one was glad to see that villainous complainant get downed;

And mebbly there wasn't spitting and cheering and shaking of hands all around, And mebbly no one was glad to see that villainous complainant get downed;

And mebbly there wasn't spitting and cheering and shaking of hands all around, And mebbly no one was glad to see that villainous complainant get downed;

And mebbly there wasn't spitting and cheering and shaking of hands all around, And mebbly no one was glad to see that villainous complainant get downed;

And mebbly there wasn't spitting and cheering and shaking of hands all around, And mebbly no one was glad to see that villainous complainant get downed;

And mebbly there wasn't spitting and cheering and shaking of hands all around, And mebbly no one was glad to see that villainous complainant get downed;

And mebbly there wasn't spitting and cheering and shaking of hands all around, And mebbly no one was glad to see that villainous complainant get downed;

Grand Rapids Fruit and Produce Co.,

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

MOSELEY BROS., WHOLESALE. Fruits, Seeds, Oysters & Produce. All kinds of Field Seeds a Specialty.

26, 28, 30 and 32 Ottawa St., GRAND RAPIDS. Alfred J. Brown, WHOLESALE.

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

EDWIN FALLAS, JOBBER OF. 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.

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?

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

PRICE LIST. \$2 Coupons, per hundred, \$2.50. \$5 " " " " 3.00. \$10 " " " " 4.00. \$20 " " " " 5.00.

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, GRAND RAPIDS, MICH.

F. J. DETTENTHALER, JOBBER OF.

Toledo, Ann Arbor & Northern. For Toledo and all points South and East, take the Toledo, Ann Arbor & North Michigan Railway from Owosso Junction.

MICHIGAN CENTRAL "The Niagara Falls Route." DEPART. ARRIVE. Detroit Express, 6:45 a.m. 10:15 p.m.

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

"Business is Business." There lives in the city of New York a man who has accumulated quite a fortune by simply advising people what to do.

"I know the pickle business through and through. I can make pickles of all kinds, but I do not like it." "Never mind what you like. Go and get a small place and make pickles; go from hotel to hotel, restaurant to restaurant, and sell them.

"No, Judge, I didn't stop to enquire, when that train had vanished from sight, Whether Benny was ours or whether a father to his child has a right; I came for the doctor to help that mother, poor, sick and suffering, through, And knew when I came to Benny that he could do more than all doctors could do.

HARDWOOD LUMBER. The furniture factories here pay as follows for dry stock, measured merchantable, mill cuts out:

SHIPPERS CAN SAVE TIME AND CASH. TROUBLE AND BARLOW'S PATENT MANIFOLD SHIPPING BLANKS.

Creamery Outfit For Sale or Trade. I have on hand a complete creamery outfit, consisting of the following: One 200-gallon square churn.

P & B COUGH DROPS. TIME TABLES. Grand Rapids & Indiana. In effect Nov. 17, 1889.

Traverse City & Mackinaw. In effect Nov. 17, 1889. Leave. Arrive. Traverse City Express, 9:20 a.m. 7:10 a.m.

Detroit, Grand Haven & Milwaukee. GOING WEST. Arrive. Leave. Morning Express, 12:50 p.m. 1:00 p.m.

Toledo, Ann Arbor & Northern. DEPART. ARRIVE. Detroit Express, 6:45 a.m. 10:15 p.m.

GROCERIES.

Purely Personal. O. A. Ball put in Monday at Milwaukee.

C. J. Rumsey, of Mulr, was in town Monday.

Wm. G. Herpolsheimer is back from Herriman, Tenn., where he proposes to make extensive purchases of real estate.

C. A. Barnes, the Otsego grocer, is down with a relapse from la grippe, and grave fears are entertained as to his recovery.

Frank Hamilton is in town for a day or two on his way to his home in Traverse City from an extended visit of the Eastern cities.

Arthur Meigs and Geo. N. Davis have secured a patent on their new folding bed, which they confidently expect to see revolutionize the trade in that now indispensable article.

Abel Stein, who has stood behind the counter of Sherwood & Griswold, at Allegan, for the past ten years, is there no longer, having decided to embark in business on his own account.

H. Matthews, the Chase druggist, is spending a couple of weeks in charge of his Grand Rapids store, while his manager at this end, Ben. F. Schrouder, is putting in a fortnight at Chase.

Chas. F. Nevin, President of T. H. Nevin & Co., paint manufacturer at Pittsburg, was in town last Saturday, taking the Hazeltine & Perkins Drug Co.'s order for "Pioneer Prepared" for 1890.

The many friends of Mr. and Mrs. Summer Wells will sympathize with them in their grief over the loss from diphtheria, of their pretty little two-year-old, Ethel Maran, who died on Monday, after an illness of but three days, and was buried on Tuesday.

Tacoma West Coast Trade: "Frank Jewell, Secretary of the Puget Sound Hardware Co., is to be congratulated. The house he so ably represents is building up a prosperous jobbing trade, and now Mrs. Jewell presents Frank with a handsome baby daughter."

A. L. Conger, the Kalamazoo bazaar dealer, writes THE TRADESMAN that he has sold his stock at Battle Creek to N. H. Hammond, for the past eleven years engaged in the bazaar business at Sandusky, Ohio. He has also sold his South Bend stock to L. Nellis & Co., who will designate their business the "Owl Store." Mr. Conger has now but two stocks on his hands, the one at Kalamazoo and the business at Mt. Clemens, conducted under the style of Conger Bros.

Wool, Hides, Pelts and Furs. "The wool market is dead," so say commission houses at the East. It is disgusting, and all feel blue. Wools are too high in England for this market, and our manufacturers take only such of our grades as they can use in place of foreign wools. Such grades (fine delaines and combings) have been bought freely, while low, and heavy shrinking wools are lower and dull of sale.

Hides remain fairly firm, with few buyers, the larger tanneries being well stocked with early hides, and are not anxious buyers now on account of poor quality. No advance need be looked for before June or July.

Pelts are dull, in sympathy with wool. Tallow is lower again and slow sale. There is no export demand. All the call is for soaps and pressers and they want it low.

Furs are flat, with large offerings. The demand is good, if the price is low enough, which is so much below prices before the London sales that parties holding are loth to let go. A loss was expected by the exporters, but it came heavier than anticipated. They now will not buy only at reduced prices and strict selection.

The Grocery Market. Sugars are lower. Granulated was offered at 6 1/2 Monday, but an advance in the market later in the day forced the price up to 6-44. Starch declined 1/4 cent per lb, but advanced again to the old figure before the end of the week. Turkey prunes are higher and are sure to go still higher, as the crop is short and the supply very limited. Boneless codfish is higher.

Oranges are coming in freely, and prices on Messinas and Valencias are a shade lower, while Floridas are scarce and firm, and Californias are held stony. Lemons are also more plentiful, and prices are somewhat reduced, with large arrivals for the coming two weeks. Bananas are not much sought for, on account of the poor color and general appearance, occasioned by the cool season. Figs are steady and reasonable in price. Dates are cheap and fine in quality, and are moving freely. Nuts of all kinds are steady in price, with light demand.

Not Thoroughly Posted. Customer—I say, uncle, how long have you had these new-laid eggs in stock? Rastus—I dunno e'zackly, boss. You see I see only been wu'kin' heah a month.

The Ruling Passion. "What were his last words?" "He didn't have any. He was a Boston man, and died trying to think how he'd put it."

MODUS OPERANDI OF THE P. OF I. Written for THE TRADESMAN.

Being desirous of procuring for THE TRADESMAN a correct report of the practical working of the Patrons of Industry, and knowing that they had been organized at Howard City a sufficient length of time to be fully tested, I accordingly, investigated the matter at that place with the following results:

The first to sign contracts there were Henry Henkel, dry goods and groceries, and Herold Bros., boots and shoes. In talking with Mr. Henkel, who was running a grocery store there and put in the dry goods stock for the special accommodation of the P.'s of I., he said that, when he first started, there was an increase in his trade, but afterward it became annoying and unprofitable. As an illustration, he said that other merchants there had always sold calico at cost. He met their prices, both to P.'s of I. and outsiders. A female member of the organization came to his store and ordered a calico dress, and when it was cut off asked for the reduction. The clerk tried to explain to her that it was already at cost, but to no avail—she refused it and left the piece on their hands. Similar cases became so frequent that he was glad to be relieved when the time of his contract expired and would not renew it. Asking several leading members why Mr. Henkel quit, I was told that he did not deal honestly with them and they threw him overboard, showing that they will try to injure the character of a merchant who discards them. As the dry goods business is overdone there, Mr. Henkel is trying to sell his stock at cost to get rid of it.

About a year ago, J. Herold went there with a stock of boots and shoes from A. Herold's store at Grand Rapids, and, under the firm name of Herold Bros., commenced business. Like all other branches, the shoe business was overdone, and, finding the picking rather thin, they accepted a contract with the P.'s of I. in hopes to get started. They, too, were favored with a little rush, which evidently has not held up, as Mr. Herold has gone to work in the furniture factory by the lake, leaving the store in charge of his wife, who has a sewing machine in the front end of the store and seems to spend most of her time in sewing.

O. J. Knapp signed recently, for groceries. On account of his wife's illness he was at his home, and I could not learn how he was pleased with his contract. His clerk evidently had orders to "keep mum," but, judging from what I did learn, Mr. Knapp had been doing a large credit business with members of the order, and, doubtless, hoped to make some collections by signing with them; but, as the farmers have very little money, and a great portion of his city trade has left him, his cash trade has fallen off.

C. E. Pelton, who contracted for hardware, is more talkative. He is a tinner. Was working at his trade in Iowa. While there, received a proposition from the P.'s of I., who said that they had 1,200 at that trading point and asked him to come there and start for them. He came about a month ago, and his father-in-law, a lively man there, furnished the money to start with. Mr. Pelton's appearance and conversation are not such as to inspire a person with the utmost confidence in his ability as a merchant. His trade averaged \$5.60 per day for the first month. He agreed to sell at 15 per cent. above cost, which would give him a profit of about 13-20 per cent. profit on sales. Assuming that he deals honestly with them, his daily profit was 74c, out of which he pays rent, lights, wood, living, etc. These cold figures do not compare very favorably with the talk of the organizers, but then they say they will "deal more in the future."

There does not seem to be any particular feeling against the organization, but it is not natural for anyone to want to buy an article at a store when it is known that others buy the same article over the same counter for less money, and so, as a rule, the town people avoid the P. I. stores, making them rely entirely on Patrons for trade.

The leaders claim harmony, prosperity, etc. Among the members there seems to be a feeling creeping in that the leaders are ambitious and are trying to hold them together in hopes to get themselves into office. The trade scheme is beginning to play out and the leaders know they must work some other scheme. They are now promising that they will make the government pay the mortgages on their farms and let them have the money twenty years at 1 per cent. A few actually believe that this will be done, and as soon as the P.'s of I. get in power they expect they can cover their farms with mortgages and make something out of it. I did not think it possible that they were making such promises, but I see by the report of their county conventions that they passed resolutions to that effect. I also noticed that they passed a resolution that it be made a penal offense for anyone to form a trust or combination for financial gain that would be a detriment to farmers and laborers. But they said nothing against the farmers

A Grocer Does Not Understand His Business

When he buys on credit; when he can save money by buying for cash. When he tries to palm off Peaberry for best Mocha or Java coffee. When he keeps goods he ought to sell and sells goods he ought to keep. When he hangs his table celery on hooks in front of his store, where the wind, sun and dirt can reach it. When he spreads his spinach or sprouts where it will get sun cured, or leaves his salad uncovered. When he gives more potatoes for a quart than he ought to for a small measure. When he buys teas and coffees and depends upon others for the selection of quality. When he pays eight cents a pound for granulated sugar and sells it for seven. When he takes it for gospel truth that there are as many oranges in a box as marked, and sells them accordingly. When he spends ten minutes selling a head of cabbage, when in the same time he could have sold a pound of tea. When he takes goods on sale and accepts a bill for same, as if purchased outright. When he tries to persuade a customer, against her will, that what he has to offer is better than the article she wants. When he gives credit to those who apply without strict inquiry as to their financial standing. When he looks after the horses in the stable, while his clerks neglect patrons in the store.

Do to Bet On. From the Chicago Herald. A traveling man who is on the road for a Chicago boot and shoe house spent a Sunday recently in a small Western town, and as he had nothing to do, he accepted the invitation of the landlord of the small hotel where he was stopping, to attend divine service at the local church and listen to the sermon of a celebrated Eastern brother who was to occupy the pulpit. The little church was crowded with country folk, all anxious to hear the popular preacher, and the latter evidently thought it a good chance to awe the people with his erudition. Accordingly, he employed all the polysyllabic words he could think of in his discourse, and his congregation was at a loss to know what he was getting at. It put the traveling man to thinking hard, too. Finally, wishing to impress his hearers with the omnipotence of their Maker, the clergyman, said, solemnly, "God made me;" and then, after an impressive pause, he added: "and he made a daisy." And the traveling man nudged the landlord and whispered: "That's a good betting point."

Gripsack Brigade. Jas. B. McInnis, formerly with Rieker & Co., of Milwaukee, is now on the road for Cummings & Yale. Clarence J. Peck and wife, now residing at Grass Lake, were called upon to mourn the death of their four-year-old daughter, Lucy, on January 31. The little one was born in this city the day before Christmas, 1886, and the memory of her merry ways still lingers in the minds of many friends of the family.

East Saginaw—T. N. Smith has 6,000,000 feet of logs skidded at his camp on the Molasses, which will be put in, provided there is enough cold weather. He has two other camps, and, if there is any winter at all, hopes to bank 20,000,000 feet.

He Bought Everything. From the New York Sun. "I pay you dot old cash for your store, and now Moses Grapenheimer say he have a shattell mortgage on it." "Well, you pay eberythings on dose shelves un counters, don't it?" "Yaw, dot was so." "Well, dot shattell mortgage yas on dose shelves un counters dot life years."

Blue soap, rendering the employment of bluing in laundry work unnecessary, is made by incorporating with ordinary soap a solution of aniline green in strong acetic acid. By the action of the alkali of the soap, the green is converted into blue, uniformly coloring the mass.

PRODUCE MARKET.

Apples—Dealers hold winter fruit at \$2.25 @ \$2.50 per bbl. Beans—Dealers pay \$1.25 for unpicked and \$1.30 for picked, holding at \$1.60 per bu. Butter—There is no improvement in the market and no prospect of any improvement. While the prices of creamery are scarce and in active demand, low grades are as common as mud and about as useless and useless, so far as Diamond is concerned.

Buckwheat Flour—\$4 per bbl. for New York stock. Cabbages—\$3 @ \$6 per 100. Cheese—Fair stock of full cream commands 11 @ 12c. Eggs—@ 10c per pair. Cooperage—Pork barrels, \$1.25; produce barrels 25c. Cranberries—Bell and Cherry is in fair demand at \$4 per box or \$12 per bbl. Dried Apples—Evaporated are held at \$6 @ \$4 and sundried at \$6 @ \$4. Eggs—The market is dull and sluggish. Dealers pay 12c per doz. for most offerings and hold at 14c. Field Seeds—Clover, mammoth, \$4.35 per bu.; medium, \$3.75. Timothy, \$1.50 per bu.; Honey—Quiet and slow sale. Clean comb commands 15c per lb. Maple Sugar—Genuine, 12 1/2c per lb. Onions—Good stock is scarce, dealers freely offering \$1 per bu. and holding at \$1.25. Spanish onion is in fair demand at \$1.50 per 50-lb. case. Pop Corn—4c per lb. Pork—Buyers pay 4c, shipping out at 4 1/2c. Potatoes—The market is weaker, dealers not offering over 20c, except where competition is strong. Poultry—Dressed is falling off in demand. Fancy 1 1/2 lb. brood, 3c per lb. Sweet Potatoes—Illinois stock commands \$4 per bu. Eggs—Early Southern stock commands \$1 per peck (7 qts.) box. Turnips—30c per bu.

PROVISIONS. The Grand Rapids Packing and Provision Co. quotes as follows: PORK IN BARRELS. Mess, new, 10 50 Short cut, 10 50 Extra clear, heavy, 12 00 Clear, fat back, 11 50 Boston clear, short cut, 12 00 Clear back, short cut, 12 00 Standard clear, short cut, best, 12 00 SMOKED MEATS—Canned or Plain. Hams, average 20 lbs., 9 50 " 12 to 14 lbs., 9 50 " picnic, 6 00 " best, 6 00 Breakfast Bacon, boneless, 8 50 Dried Beef, ham pieces, 8 00 Long Cuts, heavy, 5 50 Brackets, medium, 6 00 " light, 6 00 TIERCES. Lard—Kettles, 7 00 " 50 lb. Tins, 7 50 " 25 lb. Tins, 7 50 TIERCES. 30 and 50 lb. Tubs, 5 50 30 lb. Pails, 20 in a case, 6 50 10 lb. Pails, 12 in a case, 6 50 10 lb. Pails, 4 in a case, 5 50 20 lb. Cans, 5 50 BEEF IN BARRELS. Extra Mess, warranted 200 lbs., 7 00 " Frying, Chicago packing, 8 50 Boneless, rump butts, 8 50 PORK SAUSAGE—Fresh and Smoked. Pork Sausage, 6 50 Ham Sausage, 6 50 Tongue Sausage, 9 00 Frankfort Sausage, 5 00 CURED SAUSAGES. Bologna, straight, 5 00 Bologna, thick, 5 00 Head Cheese, 5 00 FRESH MEATS. Swift and Company quote as follows: Beef, carcasses, 4 50 @ 6 00 hind quarters, 5 50 @ 6 50 fore, 3 50 @ 4 50 loins, 4 50 @ 5 50 tongues, 7 00 @ 7 50 Hogs, 4 25 @ 4 50 " shoulders, 4 50 @ 4 75 " extra marfat, 4 25 @ 4 50 " extra, 4 00 @ 4 25 " June, stand, 1 40 " sifed, 1 60 @ 1 80 " extra, 1 50 @ 1 80 MUSHROOMS, extra fine, 2 15 Pumpkin, 3 lb. Golden, 85 @ 90 Succotash, standard, 90 @ 1 00 Squash, 85 @ 90 Tomatoes, Red Coat, 95 @ 1 00 " Good Enough, 85 @ 90 " Better, 85 @ 90 " stand br., 95 @ 1 00 CHEESE. Michigan Full Cream 1 1/2 @ 1 12 Sap Sago, 1 lb., 15 @ 16 1/2 CHOCOLATE—BAKER'S. German Sweet, 23 Premium, 35 Cocoa, 35 Broma, 37 CHEWING GUM. Rubber, 100 lbs., 25 Spruce, 100 lbs., 30 Bulk, 100 lbs., 30 Red, 100 lbs., 30 COPPER—Green. Rio, fair, 17 @ 19 " good, 18 @ 20 " prime, 20 @ 22 " fancy, washed, 19 @ 22 " golden, 20 @ 22 SERRAVALLO. Mexican & Guatemala 19 @ 23 Peaberry, 20 @ 23 Java, Interior, 20 @ 25 Mandehling, 20 @ 25 Mocha, genuine, 25 @ 27 To ascertain cost of roasted coffee, add 1/2c per lb. for roasting and 1/2c per cent. for shrinkage. COFFEES—Package. Lion, 34 1/2 @ 34 3/4 " in cabinets, 34 3/4 @ 34 3/4 McLaughlin's XXXX, 34 3/4 @ 34 3/4 Thompson's Honey Bee, 34 3/4 @ 34 3/4 Tiger, 34 3/4 @ 34 3/4 Good Morning, 34 3/4 @ 34 3/4 COPPER EXTRACT. Valley City, 1 10 Felix, 1 10 CLOTHES LINES. Cotton, 40 ft., per doz., 1 25 " 50 ft., 1 50 " 60 ft., 1 75 " 70 ft., 2 00 " 80 ft., 2 25 " 90 ft., 2 50 " 100 ft., 3 00 Jute 60 ft., 1 10 " 80 ft., 1 15 CONDENSED MILK. Eagle, 7 50 @ 7 50 Anglo-Swiss, 6 00 @ 7 00 Kenosha Butter, 7 50 @ 7 50 Seymour, 7 50 @ 7 50 Butter, 7 50 @ 7 50 " family, 7 50 @ 7 50 " biscuit, 7 50 @ 7 50 Boston, 7 50 @ 7 50 City Soda, 7 50 @ 7 50 Soda, 7 50 @ 7 50 S. Oyster, 7 50 @ 7 50 " Oyster, XXX, 7 50 @ 7 50 " Praline, 7 50 @ 7 50 STRICTLY CREAM TARTAR. 8c Grocers, 7c DRIED FRUITS—Domestic. Apples, sundried, 5 @ 5 1/2 evaporated, 5 @ 5 1/2 Apricots, 15 @ 15 1/2 Blackberries, 14 @ 14 1/2 Nectarines, 14 @ 14 1/2 Peaches, 14 @ 14 1/2 Raspberries, 14 @ 14 1/2 DRIED FRUITS—Citron. In drum, 23 @ 23 In boxes, 23 @ 23 DRIED FRUITS—Currants. Zante, in barrels, 23 @ 23 " in less quantity, 23 @ 23

Wholesale Price Current.

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

Table with columns for various goods like DRIED FRUITS, SUGARS, and other commodities with their respective prices.

Table with columns for various goods like BUTTER, EGGS, and other commodities with their respective prices.

Table with columns for various goods like FISH, OILS, and other commodities with their respective prices.

Table with columns for various goods like MOLASSES, SOAP, and other commodities with their respective prices.

Table with columns for various goods like CHEESE, BUTTER, and other commodities with their respective prices.

Table with columns for various goods like BUTTER, EGGS, and other commodities with their respective prices.

Table with columns for various goods like BUTTER, EGGS, and other commodities with their respective prices.

Table with columns for various goods like BUTTER, EGGS, and other commodities with their respective prices.

Table with columns for various goods like BUTTER, EGGS, and other commodities with their respective prices.

Wholesale Price Current.

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

Table with columns for various goods like DRIED FRUITS, SUGARS, and other commodities with their respective prices.

Table with columns for various goods like BUTTER, EGGS, and other commodities with their respective prices.

Table with columns for various goods like FISH, OILS, and other commodities with their respective prices.

Table with columns for various goods like MOLASSES, SOAP, and other commodities with their respective prices.

Table with columns for various goods like CHEESE, BUTTER, and other commodities with their respective prices.

Table with columns for various goods like BUTTER, EGGS, and other commodities with their respective prices.

Table with columns for various goods like BUTTER, EGGS, and other commodities with their respective prices.

Table with columns for various goods like BUTTER, EGGS, and other commodities with their respective prices.

Table with columns for various goods like BUTTER, EGGS, and other commodities with their respective prices.

Advertisement for Lemon & Peters, Wholesale Grocers, featuring a large logo and text: 'Lemon & Peters, Wholesale Grocers. Sole Agents for Lutz Bros. & Co.'s Soaps, Niagara Starch, Amboy Cheese, Grand Rapids.'

Drugs & Medicines.

State Board of Pharmacy. One Year—Geo. McDonald, Kalamazoo. Two Years—Stanley E. Parkhill, Owasco. Three Years—Jacob Jesson, Muskegon. Four Years—James Veror, Detroit. Five Years—James Veror, Detroit. President—Jacob Jesson, Muskegon. Secretary—James Veror, Detroit. Treasurer—Geo. McDonald, Kalamazoo. Auditors—Stanley E. Parkhill, Owasco; Marquette, Aug. 13 and 14; Lansing, Nov. 3 and 6.

Michigan State Pharmaceutical Ass'n. President—Frank Inglis, Detroit. First Vice-President—F. M. Aldorf, Lansing. Sec. 1 Vice-President—Henry Kephart, Berrien Springs. Third Vice-President—James Veror, Detroit. Secretary—H. J. Brown, Ann Arbor. Treasurer—Wm Dupont, Detroit. Executive Committee—C. A. Hughes, Cheboygan; E. T. Webb, Jackson; D. E. Prall, East Saginaw; Geo. McDonald, Kalamazoo; J. J. Crowley, Detroit. Next Meeting—4th Saginaw, beginning third Tuesday of September, 1890.

Grand Rapids Pharmaceutical Society. President, J. W. Hayward, Secretary, Frank H. Zecott. Secretary, J. W. Allen; Secretary, W. F. Jackman. Grand Rapids Drug Clerks' Association. President, F. D. Klipp; Secretary, Albert Brower. Detroit Pharmaceutical Society. President, J. W. Allen; Secretary, W. F. Jackman. Muskegon Drug Clerks' Association. President, C. S. Koon; Secretary, J. W. Hoyt.

Questions Propounded South Dakota Pharmacists.

- At the recent examination session of the South Dakota Board of Pharmacists, the following questions in materia medica, botany, chemistry and pharmacy were used: 1. What is meant by an impalpable powder? 2. Define analysis? Synthesis? 3. What is a sulphide? a sulphite? a sulphate? 4. What are confections? 5. Why should acids never be prescribed with licorice? 6. What is the common name of liquor iodii compositus? Ceratum plumbi subacetatis? 7. What is an alkaloid? a glucoside? 8. What two ointments should not be made with an iron spatula? 9. What is a volatile oil? a fixed oil? 10. What is a neutral principle? 11. What is comminution; desiccation; deliquescence; distillation; destructive distillation; digestion; decantation; dialysis; efflorescence; elutriation; excitation; emulsion; effervescence; fractional distillation; filtration; granulation; levigation; maceration; precipitation; percolation; solution; sublimation; trituration? 12. What action takes place in mixing a salt with a strong acid? 13. Why should alkalis never be mixed with the salts of the metals proper? 14. How many minims in an ounce of water? 15. What is meant by assay? 16. What is used in liquorice preparations, and why? 17. From what is carbolic acid obtained? Gallic acid? Salicylic acid? 18. Name a preparation incompatible with Fowler's solution? 19. From what is citric acid made? 20. What is blue vitriol? White vitriol? 21. To what does cherry laurel water owe its activity? 22. What salt of iron is formed when iron is dissolved in hydrochloric acid? 23. How is ferric chloride made? 24. What is a deodorizer? Disinfectant? Antiseptic? 25. What is an acidulous radical? 26. Why are some salts acid in re-action while others are alkaline? 27. What is an acid? 28. What is a base? 29. What is a diuretic; an emmenagogue; a diaphoretic; a cholagogue; an emollient; an astringent; a tonic; an emetic; an alterative; a demulcent; an anesthetic? 30. What are anthelmintics? 31. What poisonous impurity is often found in crude antimony? 32. What acid is contained in oil of bitter almonds? 33. To what class of oil does coca butter belong? 34. Is ferri phosphas a ferrous or ferric salt? 35. Is ferri sulphas a ferrous or ferric salt? 36. What is meant by colation? 37. From what are antipyrin and antifebrin prepared? 38. From what is lanoline prepared? 39. What is produced if hydrogen is burned in oxygen? 40. Distinguish between a chemical element and a compound? 41. What is understood by water of crystallization? 42. What preparation of arsenic is contained in Fowler's solution? 43. What are herbaceous plants? Arborescent plants? 44. What is a pepo; a drupe; a pome; a seed? 45. What do plants absorb from the soil, what do they give off? 46. What is meant by the nascent state of an element? 47. From what is iodine obtained? 48. What is Monsell's solution? What is Turlington's balsam? 49. What is an element; a molecule; an atom? 50. What salts are formed by the action of iodine on potash? 51. What acid do senna leaves contain? 52. What is phenol? 53. To what class of preparations do eucalypti and santalin belong? 54. To what class do quinine and morphine belong? 55. To what extent is camphor soluble in water? 56. Is the tincture of chloride of iron a ferrous or ferric solution? 57. What effect has solution upon temperature? 58. May saturated solutions be used as solvents? 59. What is the difference between simple and chemical solution? 60. How many solutions of solids can be facilitated?

The Drug Market.

Opium continues to advance. Morphia is as yet unchanged. Quinine is in large demand and the price is firm. Gum camphor has advanced and is very scarce. It can only be had of refiners in a limited quantity. Balsam tolu is lower. Ergot is higher. Turpentine has declined. Linseed oil is very firm and another advance is probable. Oxalic acid is tending higher. Bi-carbonate of soda will be higher. Borax is scarce and tending upward. Antipyrin is still in small supply.

LOOKING FORWARD.

NOT BY BELLAMY. From the Formulary.

[The conversation reported in this chapter was not recorded by Mr. Bellamy in his book "Looking Backward" but is supposed to be a truthful statement of the condition of Pharmacy in the year A. D. 2000.]

When I awoke the next morning, after taking the draught Dr. Lee had prepared for me, I felt very much refreshed, from the peaceful slumber I had enjoyed, and had none of those peculiar feelings which usually result from a hypnotic medium. After breakfast was over the Doctor invited me into the conservatory which opened upon a beautiful garden in which were a great variety of plants entirely new and unknown to me. I remarked to the Doctor of this, and asked him to explain to me why it was that the plants and flowers with which I was familiar were nowhere to be seen—but in their places varieties entirely different than anything I had ever noticed.

He answered my query with a smile, saying, "O, this is my botanical garden. The plants you see here are all medicinal plants from many quarters of the globe and I raise them that I may become better acquainted with their properties and medicinal uses. I have an abundance of time at my disposal for such work and am much interested in it. My investigations in this direction have already been of considerable value to our profession by proving and introducing several new and important remedies."

We had stopped before a sort of vine which bore an immense oval flower with five cream-colored petals ranged around a center filled with countless long violet-hued stamens. The flower was many times larger than any I had ever seen before—nearly as large as a carriage wheel—and I was speechless with amazement as the Dr. continued, "This is a native of the Philippine islands, where it flourishes at an altitude of 2,500 feet above the sea level. It is called *Rafflesia Schadenbergia*, the largest flower known. A single blossom weighs from 20 to 25 pounds. It was from this flower that the draught you took last night was prepared. It has no equal as a perfectly harmless soporific."

"I have been wondering Doctor," said I, "how the Pharmacy business is conducted under the present order of things: When I was here before, I was quite a frequent customer of the druggist, trying all sorts of prescriptions for insomnia, before I finally hit upon Hypnotism as a remedy, and to which I owe my present appearance among you—a relic of the past century. When we were at the general store yesterday, I saw nothing that corresponded with my ideas of a pharmacy, and, in fact, I do not see how such a business could well be conducted, on the same basis as other mercantile pursuits."

"You are right," said he. "Under the improved order of things Pharmacy is a profession. 'I understand that in your day the Pharmacies, or Drug stores as they were called, not only sold medicines and prepared prescriptions, but kept a large variety of toilet goods, sundries, fancy goods, cigars etc., from the profit of which they derived a large share of their support. When the order of things was introduced all this trade was given to the general stores, the pharmacies only retaining their medicines and such articles as were necessary for their profession's wants and uses. You can readily see that the business of dispensing drugs and preparing medicines and prescriptions, could not well be included in the general mercantile business of the nation. It required closer contact with the purchaser than is admissible under the general system, and it also requires thoroughly experienced and competent pharmacists to conduct it, therefore, instead of the great multitude of Drug stores prevalent in your day we now have but a very few Pharmacies, which are devoted entirely to the dispensing and preparation of medicines."

"How many Pharmacies are there now in Boston?" I inquired. "There are eight besides one large general supply store from which all articles required by the Pharmacies are obtained."

"Why, in my time there were over three hundred," I exclaimed. "How is it, that only eight pharmacies are now sufficient for the wants of the people?" "You will understand," he answered, "that in your time the drug business was carried on as a mercantile business. The profits were supposed to be large, and many more engaged in it than were necessary. When the Nation assumed the business it was conducted only for its legitimate uses—the dispensing and preparing of medicines. The toilet and sundries trade was transferred to the general business."

"A few Pharmacies, conveniently distributed, were supplied with everything known in the line of medicines and chemicals, and put under the charge of competent, experienced pharmacists. The chemicals, and galenicals were mostly prepared at the General Pharmacy or supply store according to standards adopted by the Nation and were therefore uniform throughout the land. This leaves the Pharmacist but little to do except the furnishing of crude drugs and chemicals and the compounding of prescriptions, but this, of course, requires quite a large force in each pharmacy, which are kept busy day and night and are relieved every six hours by relays."

"Does the six hours work, then, constitute a days work under your system Doctor?" I asked. "Yes, that is all that is required. Connected with each pharmacy is a laboratory and library designed for the use of the Professors and their students or assistants. When they are not on duty, they are privileged to use the laboratory and library as they desire for experiments or acquiring information."

"But I suppose they do not make use of them to any great extent without being required to do so. Having performed their days' work I presume they are satisfied to find amusement in some other direction."

"There you are much mistaken," the Doctor replied. "Those who select Pharmacy as a profession do so because they like it, not as a means of acquiring a living, as in your time: Therefore

their greatest pleasure is derived from their study, and as it is fascinating to those who are interested in it, they are promptly on hand when of duty, making experiments, compounding preparations, listening to instructions from the professors, etc. Chemistry, Pharmacy, Botany and all the allied sciences are regularly taught by the professors in each pharmacy, and it is considered by the students a great hardship to be deprived of any of the opportunities afforded them to gain instruction in this manner."

"In former time, students attended Colleges of Pharmacy for that purpose," I remarked. "Are there no Colleges of Pharmacy now?"

"No, the pharmacies in the larger cities and towns, as I have described take their place. The instruction is much more thorough and practical than it formerly was in the Colleges. Each student is required to do his practical work in the pharmacy which gives him a much better understanding of the business than would otherwise be acquired."

"But how do those engaged in the business in the country gain their knowledge," I inquired. "That is what I was about to explain," he answered. "Those who wish to become pharmacists in smaller places where there are no advantages as I have described, are privileged to learn the business at the pharmacies of the larger towns and cities. It is the aim of every student to become a manager of a pharmacy. Those who attain that end are looked upon with great respect by the people. The profession of pharmacy stands as high as any of the professions and those who attain to that honor are supposed to be very well informed, not only in their own business but on scientific subjects generally. They must pass a very rigid examination before a doctor appointed for that purpose and none are allowed to assume the duties of manager of a pharmacy until they are perfectly competent to do so."

"You will readily understand that by this system only thoroughly educated pharmacists are in charge and only such assistants as are interested in and fitted for the work are engaged in it; therefore the public can depend upon intelligent service wherever they may go for their medicines."

"In my day, owing no doubt to competition in business and all seeking to get their share, cutting of prices was quite prevalent and adulteration of goods very common, requiring legislation by the states to prevent imposition upon the people by supplying inferior or sophisticated goods in place of genuine."

"Yes," replied the Doctor, "we read that such was the state of affairs in the nineteenth century. But with the abolition of competition in trade this was entirely done away with. The Nation, now, supplies everything of the best quality that can be obtained, and as all who are engaged in business, have assured support, and business is not done to make money but to supply the needs of the people, it naturally follows that there is no incentive to furnish inferior drugs and as the managers have no profit in the business, everything being supplied at the price named by the Nation, the public secure the benefit of the best service and best goods that can be obtained, at a nominal cost."

"I can see," I replied, "how the present system is greatly in advance of the past. Those who require medicine are assured of the purity of the drugs they purchase, and physicians can depend upon uniform results from their use. I would like to inquire, however, what disposition has been made of Patent Medicines which were very extensively used in our time."

"I know but very little about them," the Doctor answered, "as they have not been in use during my life. But I am informed that when the change was made, transferring all the trade to the Nation, that a few of the leading patent medicines were retained to supply the wants of the people, but, when they ceased to be advertised, and crammed down the throats of the people, so to speak, they soon died a natural death and ceased to be known except by the legends written on the rocks, some of which even now, remain, to tell the dweller of the present age how credulous were his predecessors of the past century."

"But, Doctor," I replied, "in our day patent medicines were a great boon to the poor. A great share of the people could not afford medical attendance and had to depend upon patent medicines to cure their ailments."

"Yes, that might have been the case then," he said, "but now there are no poor. With an ample and equal income for each, there is no reason why people should be sick from lack of medical attention. The first symptoms of disease are promptly met by intelligent and experienced physicians, people do not have to wait for fear of the expense of the physician, consequently, there has been a great decrease in sickness and mortality. All being well housed, well fed, well clothed, not overworked and well treated when sick, you can readily see what improvement there would be in the general condition of the public in the course of a few generations. Why, if things keep on improving in the future as they have in the past it will not be long before the services of physicians will seldom be required."

Our conversation on this subject was prolonged for some time until finally we were called by the ladies who were going to the Art Gallery and wished us to accompany them.

Collecting Interest on Overdue Accounts. When an account is not paid when due, interest should be charged on all excess time taken. This is right, perfectly legitimate and good business logic. Still, many retailers, for one reason or another, do not pay their bills when due, and even in some instances after taking thirty, sixty or ninety days' extra time, make great complaints if interest is added. Now, there are of course many retailers who, when their bill is about due, if they cannot meet it, will write, stating they are hard up, ask for a slight extension and request the jobber to add interest, but these are the exception and not the rule. However, as that may be, the wholesaler merchant is not a banker, and

retailers should get more in the habit of borrowing from their interior banks and discounting their bills with the jobbers. The retail dealers would then soon ascertain the fact that banks do not loan money without interest, and this should teach them that the charge of the jobber is perfectly correct and just, and that it should not be objected to, but paid without question. There is another point in relation to the above that retailers should not overlook, and that is that many jobbers are compelled, from the lack of capital, to borrow money from their city banks, in order to carry their customers and meet their own bills, and interest must be paid on every dollar they borrow. If retail dealers would borrow from their local banks and discount their bills, from 25 to 30 per cent. less capital. Discount all your bills for one year and see how much money you will save. It will be enough to pay for a good clerk.

If all retail dealers would adopt the plan of sending out monthly statements, the same as jobbers, it would facilitate their making collections. Most retailers send out statements twice per year, and frequently an account gets very large during that time, consequently it is much harder for the consumer to pay, and to

go still further, it is just so much harder for the jobber, who suffers from lack of collections on the part of the retail dealer. I note with pleasure that some retailers have already started in the good work of sending out monthly statements, and reports have reached me that it works splendidly, that it makes collections better, and that it is growing in favor with the consumer, who was at first inclined to take exception to it. If every retailer in the United States would turn over a new leaf on the 1st of January, 1890, and send out monthly statements, such a revolution would take place in collections that both retailers and wholesalers would be astonished. The small dealer would make more money by discounting his bills, and the jobber would save interest by running his business on less capital. Do not wait for your neighbor and competitor to start in this good work, but commence yourself and others are sure to follow.

Sideboards. Lady (in furniture store, to new clerk)—Where are those handsome sideboards that you had last week? Clerk (embarrassed)—Oh, I—er—I shaved them off day after yesterday, ma'am.

Wholesale Price Current.

Table with columns for various medicinal items and their prices. Includes items like Acetium, Benzolium, Boracic, Carbolicum, etc.

Extract from paper read by Jas. E. Davis before the Detroit Pharmaceutical Society.

Wholesale Price Current. Advanced—Gum Opium—(po), Gum Camphor, Ergot—(po). Declined—Balsam Tolu, Turpentine.

Wholesale Price Current. Advanced—Gum Opium—(po), Gum Camphor, Ergot—(po). Declined—Balsam Tolu, Turpentine.

Table listing various medicinal items and their prices. Includes items like Carb. Chlorate, Chloride, Cyanide, etc.

Table listing various medicinal items and their prices. Includes items like Anisum, Cardui, Carum, etc.

Table listing various medicinal items and their prices. Includes items like Anisum, Cardui, Carum, etc.

Table listing various medicinal items and their prices. Includes items like Anisum, Cardui, Carum, etc.

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

--- DRUGS ---

Chemicals and Druggists' Sundries.

Dealers in

Patent Medicines, Paints, Oils, Varnishes.

Sole Agents for the Celebrated Pioneer Prepared Paints

We are Sole Proprietors of

WEATHERLY'S MICHIGAN CATARRH REMEDY.

We have in stock and offer a full line of

Whiskies, Brandies, Gins, Wines, Rums.

We are Sole Agents in Michigan for W. D. & Co.

Henderson County, Hand Made Sour Mash

Whisky and Druggists' Favorite

Rye Whisky.

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

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

THE OLD ORIGINAL. RE-Paint Your Buggy for 75 cts.

Advertisement for Neal's Carriage Paints, featuring an illustration of a carriage and text describing the product's benefits.

POLISHINA LIQUOR & POISON RECORD

Polishina will remove grease and dirt, and durability cannot be excelled. Polishina is clean and easy to use, as full directions accompany each bottle. Polishina is put up in LARGE BOTTLES, and is sold at the moderate price of Twenty-five Cents.

WAYNE COUNTY SAVINGS BANK, DETROIT, MICH.

500,000 TO INVEST IN BONDS Issued by cities, counties, towns and school districts of Michigan. Officers of these municipalities are about to issue bonds which will find it their advantage to apply to this bank. Blank bonds and blanks for proceedings supplied without charge. All communications and inquiries will have prompt attention.

Begin the New Year Right! By using the "Complete Business Register," the best arranged book for keeping a record of Daily, Weekly and Monthly Sales, Expenditures, etc. Call at "The Tradesman" office and inspect the books.

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

Advertisement for JET TINE, featuring an illustration of a woman and text describing the product's uses for cleaning and polishing.

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

The Michigan Tradesman

LA GRIPPE.

The Experience of a Grand Rapids Newspaper Man.

Considering how much I am exposed to the variations in temperature of a Michigan winter, is it any wonder that that distinguished foreigner, la grippe, laid, respectively, his icy and his burning hand upon me? I confess with proper humiliation that I had made a joke of la grippe, and His Highness seemed to think I was a good subject for taking a joke. At any rate, whatever the primary and moving cause, I discovered one day that my voice, instead of having the soft, lute-like characteristic of a man who is afraid to call his soul his own, because he is in the newspaper business, had assumed for its expression a rich bass. It soon became necessary for me to make the preliminary remark, "ahem," before making a further observation. Then a sense of fullness appeared in the region of my nose and forehead, which I could not by any stretch of the imagination take to be ideas. At this stage of the march of la grippe I was still disposed to laugh at the puny misery he was inflicting, but the next day the monster, instead of gingerly pinching me with his fingers, grabbed me with his two powerful hands, planted his two massive feet on my breast and took my whole head into his capacious jaws. One minute he was an iceberg and the next a red-hot, writhing dragon. I would stand with my back to the stove until I could hear the fat commencing to "sizzle," and all the time my front elevation would seem to be in Greenland's icy mountains. Then I would reverse my position until I was warned by the warping of my ribs that I was getting warm, even if I did not realize it. If a person had solicited me for a dollar in aid of indigent Congressmen I couldn't have been colder. This state of affairs continued until it terminated. Then I took an aerial flight from Greenland to Africa. Instead of an iceberg I was a veritable living pillar of fire. Hot? Why, it seemed as if my two feet were being used for furnaces, and into those furnaces were cast the most combustible material. I could seem to feel the flashes of the heat as a few shovelfuls of resin, a bucketful of tar and a pailful of kerosene were thrown upon those fiery beds. To add to the horrors of my situation, I sunk off into a partial doze, and then new troubles assailed me. Just before deciding to go home for repairs, I was engaged upon some mathematical calculations—my expense account, or something that required a good many figures. Well, the moment I closed my eyes, hundreds, thousands and millions of figures rose before me. They arranged themselves in all sorts of problems demanding immediate solution. For instance: If a person has an annuity of 19-7 cents per day and invests it at 7-14-27 per cent, interest compounded daily, how long a time will it take to accumulate money enough to get a divorce?

Then the figures got to cutting up all sorts of monkey shins. A great fat figure 9 put a little fraction 1-9 on his shoulder and dared any other figure to knock it off. Figure 6 accepted the challenge and then a ring was formed and the combatants sailed in with an utter disregard to the Marquis of Queensbury rules. After the scrimmage, 9 had lost his body and 6 his head, and the most intimate friend couldn't distinguish one from the other. It was no use to try to shoo the swarm of figures away. They came through windows, they crowded in solid columns up the stairway and they roosted on the bed posts and made faces at me. How fervently I wished that figures had never been invented. All night long these unwelcome guests remained torturing me with their ten million combinations. My head all this time was a blacksmith shop and great brawny smiths were pounding and pounding. Did mortal head ever throb, crack and alternately swell and contract as mine did? My eyes were not eyes, they were simply little balls of something with a temperature raised 1,000 degrees above white heat.

But the next day my fever subsided. I was happy then! O, yes, for then la grippe seized me and proceeded to break every bone in my body into a million pieces, and after that was done to rub the broken ends together. Then some sort of milk shake machinery was attached to my wrecked body, and after racking me for a few hours one way, the crank would be reversed. I didn't call for any encores, the forces of la grippe didn't wait for any invitations, but took complete possession of my human frame divine and made themselves completely at home. After exhausting all the combinations of physical agony, la grippe gradually loosened his hold and I got up from my bed weaker than my bank account in its most overdrawn condition. The doctor kindly assured me that I was subject to only one dangerous condition. La grippe was likely to mass his forces against the weakest part, hence it might go at once to my brain; but he would

drive it into my feet, if possible, where the misery would be more widely distributed. At this writing, with the exception of my nose, which, on account of handkerchief friction, conveys the impression that it is about time I was reforming, I am convalescing and able to be out and to do justice to three meals a day.

But let me issue a few solemn words of warning. If any person, male or female, white or black, Republican or Presbyterian, alludes to la grippe as a joke in my presence, I will lay violent hands upon him, her or it, and, standing said offending object in a corner, I will inflict the direst torture that ever made death welcome. I will not pour molten lead down his, her or its back; I will not apply the thumbscrew or the rack; I will not engage two politicians to discuss the tariff; but I will, yes, I will, read some of my earlier poems, in which I made hogshead rhyme with dog's dead, and described that muscle known as my heart as an "aching void filled with ecstatic" love and all such things. I would show no mercy, for I would continue to read until the hapless victim went to another world where youthful poets do not abound or sank into a merciful condition of lunacy.

The Short-Weight Man.

I was reading in the papers the other day that the "short-weight" man had been arrested and held to bail in Chicago on a charge of swindling. It was all of nine years ago that I saw him play his game in Toledo, and he has not only been at it ever since, but must have laid away a snug little sum of money. I was in a large retail grocery house one day when the man came in, briskly enquired for the proprietor, and said:

"In connection with the Government effort to shut out all adulterated goods, we are preparing tables to show that 90 per cent. of retail buyers are defrauded in weight. These tables are classified by states, counties and cities, and I respectfully request the privilege of examining your scales."

"But they have been tested by the city sealer," protested the merchant.

"Then so much the better," replied the stranger, as he took several weights, each of which was stamped "U. S.," from his satchel.

"But—I—come in later, when I am at liberty. I want to understand this matter more thoroughly."

"Oh, certainly," and the man replaced his weights and bowed himself out, to return at another hour and "arrange matters in a satisfactory manner."

I met him fifty times in three years, and, up to that date, no one had questioned his identity as a Government agent, while he had "fixed matters" with hundreds of men whose scales had been found short. It was in De Witt, Iowa, that I saw him last. He entered a grocery there, tested a scale without having said a word, and then explained his mission to the proprietor.

"Is my scale short?" inquired the grocer.

"Two ounces to the pound, sir."

"And for seven years I have been giving customers only fourteen ounces to the pound?"

"Exactly."

"Well, darn my hide. I've dropped \$300 a year right along, even while doing that, and this satisfies me that I had better go back to my old trade, which was prize fighting! Now is a good time to begin!"

And he hauled off and knocked the agent clean over a broom rack and under the stove, and then lifted him up and booted him into the street.

A Word With the Merchant.

The selling end of your store is probably all right. Your clerks are undoubtedly polite and anxious to please. Your stock is probably kept in perfect order. The windows shine with elbow grease. The floor is spotless in its cleanliness. Your show-cases are polished until they shine like the faces in a Sabbath school at Christmas time. But how about the office end? Have you any office to which you can retreat for a little private business chat, upon occasion? Is there any particular place in your store to which all your clerks do not have free access? Are not your papers scattered about without order, and can you, at a moment's notice, put your hand on any bill you have received during the past six months? We hope that you have a neat little office, and that you are as systematic in caring for it as we would like you to be, but we are, nevertheless, going to preach to you about the necessity of having such a place and tell what should characterize it. First we would have it so arranged, if possible without sacrificing light and space, that it would be screened from public view. Here we would receive all traveling men, and, so far as possible, look at the samples. Here we would have a desk sacred to the affairs of the head of the house, in which could be systematically arranged the correspondence—bill-files, letter-files, price lists, catalogues and other papers which one may need at any moment to secure some desired information. The desk should permit of locking, and the proprietor should teach the clerks to look upon it as his special property and that it is not to be disturbed by them. We cannot speak too strongly of the importance of preserving the catalogues sent by manufacturers and jobbers. Though they may not seem to contain information which is useful to you to-day, they will probably be wanted badly before long. They will save you from saying a great many "I don't know's" to your customers. The bill-files are of great importance, too. It may seem to many that a bill has survived its usefulness when the goods have been checked off and the bill paid. It will frequently prove valuable, however, to re-order by, or to settle some point on which memory is not to be trusted. It will often save embarrassing discussions with wholesalers, if you preserve copies of all orders. With the great abundance of cheap and serviceable office furniture to be had, this feature of the store can be made a comfort and a joy.

Successful Salesmen.

In June last a large pottery and glass-ware jobbing house in Chicago, says an exchange, sent a circular letter to each of its commercial travelers and offered a prize for the reply which should be deemed best by the majority, the writers remaining unknown to all but the firm, except by number. The following is the substance of the circular:

"DEAR SIR—Believing that every salesman has acquired, in his experience on the road, certain facts and methods which have proved most successful in selling goods, and realizing that, as no two men's experience can be the same, we think if the combined experiences of all can be brought forward for the benefit of all, that the experiment would lead to decidedly practical ends. Every successful salesman on the road has some strong points peculiar to himself, and it would seem as if something new could be found in the experience of twenty men. In the majority of cases, the costly experience of years dies with its possessor.

"We, therefore, ask your co-operation in the plan of writing an article on the following points, etc.:

"First—What constitutes a successful salesman on the road?

"Second—What qualities do you deem most essential to become such?"

Respectfully, etc."

A few extracts from replies to the above letter are given below:

"The successful salesman is the man that knows how to talk, what to talk about, and more especially when to stop talking."

"The faculty of holding trade or selling repeatedly to the same people, is the highest attribute in the condition of a successful salesman."

"A man who is honest in his transactions with his customers, who can make plain to them, in the fewest words, the superior quality of his wares, keeping himself thoroughly posted in the line he represents."

"Modest in demeanor, neat in appearance, energetic, truthful and reliable; of temperate habits; not argumentative; a student of human nature."

"The power of entertaining men in a business way and getting them interested in what you have to sell."

"A salesman is the firm's representative, and should, therefore, be a gentleman."

"Every man has some article which is his favorite hobby. Get on to that and cater to it for a starter, and lead him on to other goods."

"When an interperate man is found traveling as a salesman, his class of trade is of the poorest, and his prosperity is in correspondence with his personal condition."

"The country merchant is a conundrum. If you guess him right at first meeting, you will miss him the next time. Never try to 'stuff' him with an order or attempt familiarity with him."

"Do not present too many various samples at once; it confuses the buyer. A book agent does better with one book than with many."

"Refrain from any but business talk with busy men."

"A common fault is that salesmen, as a rule, give merchants credit for knowing a great deal more about goods than they really do."

"Tell him it costs no more for rent, light, clerk hire, etc., to carry a full line of goods, and as he is also spending his own time, he may as well have the increased profits. A man cannot sell goods if he does not have them."

"The practice of using 'leaders' has several objections. One of the chief is that it gets the same article into too many stores and tends to make dealers cut prices among themselves. It is better to look over the stock, see what is short, and make some article a leader or nucleus for other sales."

"Do not forget the connecting links; that is, when one article is ordered, bring to notice such other articles as will match or complement it."

"Never speak of a competitor in any way. Get the good-will of the clerks, for they can help you."

"When trade is brisk, push all the harder."

"Never abuse competing firms. Leave slow buyers till the last in a town, and let them know the limits of your time."

"If a merchant tells you he can buy any article below your price, do not argue with him; try something else. Do not ask if he is in need of any goods, for he will generally tell you he is 'full up.' The better way is to carry some small article and introduce yourself with that before you are told that nothing is wanted."

"Nothing is gained by traveling nights, and the same is true of working Sundays."

"The opinion of at least one successful commercial traveler (in another line) differs entirely from those given in the last paragraph. He says: 'To succeed nowadays as a traveling salesman, a man must sell days and travel nights whenever he can save time by it. He must not expect to have things easy, for he cannot do it and win. He must score every point he can, and work like blazes. He is no pleasure tourist, and selling goods on the road is not a picnic.'"

The Lightning Rod.

Everybody believes that Franklin was the inventor and constructor of the first lightning-rod. In this one particular everybody is mistaken. The first lightning-catcher was not invented by the great philosopher, but by a poor monk of Scuttenberg, Bohemia, who put up the first lightning-rod on the palace of the curator of Preditz, Moravia, June 15, 1754. The name of the inventive monk was Prohoph Dilwisch. The apparatus was composed of a pole surmounted by an iron rod, supporting twelve curved branches and terminating in as many metallic boxes filled with iron ore and enclosed by a wooden box-like cover, traversed by twenty-seven iron-pointed rods, the basis of which formed a resting place in the ore box. The entire system of wires was united to the earth by a large chain. The enemies of Dilwisch, jealous of his success, excited peasants of the locality against him, and, under the pretext that his lightning-rod was the cause of the excessive dry weather, had the rod taken down and the inventor imprisoned. Years afterward, M. Melson used the multiple pointed rod as an invention of his own.

WHO URGES YOU TO KEEP SAPOLIO? THE PUBLIC!

By splendid and expensive advertising the manufacturers create a demand, and only ask the trade to keep the goods in stock so as to supply the orders sent to them. Without effort on the grocer's part the goods sell themselves, bring purchasers to the store, and help sell less known goods.

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.

"Our Leader" Goods.

Having stood the test of time and the battle of competition and come off victorious, we have no hesitation in recommending to the trade our line of

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

WHICH ARE NOW

LEADERS IN FACT

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

I. M. CLARK & SON. CURTISS & CO., WHOLESALE Paper Warehouse.

We carry the VEBY BEST double or single bit, hand-shaved ax handle ever made.

Houseman Block, Grand Rapids, Mich.

S. K. Bolles & Co., 77 CANAL ST., GRAND RAPIDS, MICH. Wholesale Cigar Dealers.

"TOSS UP!"

We will forfeit \$1,000 if the "TOSS UP" Cigar is not a Clear Long Havana Filler of excellent quality, equal to more than the average ten cent cigars on the market.

Ionia Pants & Overall Co.

E. D. Voorhees, Manager.

MANUFACTURERS OF

Pants, Overalls, Coats, Jackets, Shirts, Etc.

Warranted Not to Rip. Fit Guaranteed. Workmanship Perfect.

Mr. Voorhees' long experience in the manufacture of these goods enables him to turn out a line especially adapted to the Michigan trade. Samples and prices sent on application.

IONIA, MICH.

HESTER & FOX, Manufacturers' Agents for SAW AND CRIST MILL MACHINERY.

Send for Catalogue and Prices.



ATLAS ENGINE WORKS
INDIANAPOLIS, IND., U. S. A.
MANUFACTURERS OF
STEAM ENGINES & BOILERS.
Carey Engines and Boilers in Stock for immediate delivery.

Planers, Matchers, Moulders and all kinds of Wood-Working Machinery Saws, Belting and Oils.

And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample Pulley and become convinced of their superiority.

Write for Prices. 44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

FRUIT The Putnam Candy Co.

Headquarters for Oranges, Lemons, Bananas, Nuts, Peanuts, Figs, Dates, Citron, etc. Ask for Price List.

EGG CASES & FILLERS.

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

Lots of 100. Less than 100.

No. 1—30-do. Cases, complete..... 83 c. 35c.

No. 1—Fillers, per set..... 9 1/2 c. 10c.

Parties ordering Fillers have to buy one Case with every 10 sets of Fillers (no broken cases sold), making 10 sets with Case \$1.25 (10 Fillers and 8 Dividing Boards constitute a standard set). Strangers to us will please remit money with their orders or give good reference.

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

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

The Belknap Wagon and Sleigh Co., Grand Rapids, Mich. MANUFACTURERS AND JOBBERS IN

Road Logging Delivery Pleasure



SEND FOR CATALOGUE.

A. E. BROOKS & CO., WHOLESALE MANUFACTURERS OF Pure Candies. The Only House in the State which Puts Goods Up NE' T WEIGHT. NO CHARGE FOR PACKAGES. CODY BLOCK, 158 EAST FULTON ST., GRAND RAPIDS, MICH.

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

DETROIT SOAP CO., Manufacturers of the following well-known brands: QUEEN ANNE, TRUE BLUE, MOTTLED GERMAN, SUPERIOR, ROYAL BAR, PHENIX, AND OTHERS. CZAR, MASCOFFE, CAMEO. For quotations in single box lots, see Price Current. For quotations in larger quantities, address, W. G. HAWKINS, Salesman for Western Michigan, LOCK BOX 173, GRAND RAPIDS.



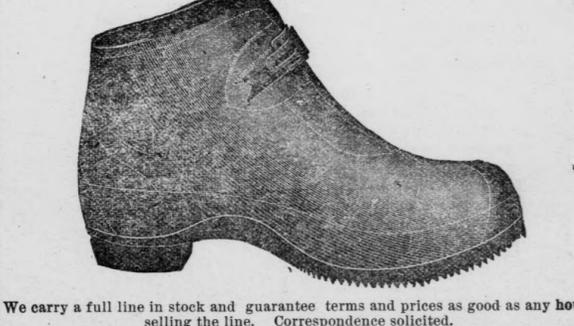
D. W. ARCHER'S TROPHY SUGAR CORN

MANUFACTURED BY DAVENPORT CANNING CO., DAVENPORT, I.A.

Directions: We have cooked the corn in this can sufficient. Should be thoroughly warmed (not cooked) adding piece of cool butter (size of two eggs) and glass of fresh milk (preferable to water). Season to suit when on the table. Note genuine unless bearing the signature of Davenport Canning Co., Davenport, Ia.

OPEN AT THIS END.

Rindge, Bertsch & Co., MICHIGAN AGENT FOR THE BOSTON RUBBER SHOE CO.



We carry a full line in stock and guarantee terms and prices as good as any house selling the line. Correspondence solicited.

12, 14 AND 16 PEARL ST., GRAND RAPIDS, MICH.