

The Michigan Tradesman.

VOL. 2.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, SEPTEMBER 9, 1885.

NO. 103.

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SHERWOOD HALL. MARTIN L. SWEET.
ESTABLISHED 1865.

Brown, Hall & Co.

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Wool Robes,

Fur Robes,

Horse Blankets,

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ROCK CANDY.

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Manufacturers of the following popular brands of Flour.

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And "OUR PATENT."

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We carry a full line of Seeds of every variety, both for field and garden. Parties in want should write to or see the

GRAND RAPIDS GRAIN AND SEED CO.

71 CANAL STREET.



TO THE TRADE.

We desire to call the attention of the Trade to our unusually complete stock of

SCHOOL BOOKS,

SCHOOL SUPPLIES,

And a General Line of Miscellaneous Books, Stationery, Paper, Etc.

We have greatly increased our facilities for doing a General Jobbing Business, and shall hereafter be able to fill all orders promptly.

We issue separate lists of States, School and Township Books, Blanks, Etc., which will be mailed on application.

Quotations on any article in our stock cheerfully furnished. We have the Agency of the

REMINGTON TYPE WRITER

For Western Michigan.

EATON & LYON,

20 and 22 Monroe St., Grand Rapids, Mich.

GRAND RAPIDS FURNITURE.

Rise and Progress of an Important Industry.

NO. II.

Theo. M. Carpenter in Trade Bureau.

In the preceding article we traced the growth of the furniture manufacture in Grand Rapids from its earliest beginnings in 1847 to the time when C. C. Comstock took possession of the stock in trade and manufacturing plant of the Winchester Bros., in September, 1857. The identification of Mr. Comstock's name with the furniture business during this period was an occurrence of considerable importance, as was demonstrated by the events which followed.

Soon after Mr. Comstock purchased the Winchester Bros.' establishment came the great financial crisis of October, 1857, which ruined thousands of manufacturers and capitalists, destroyed confidence, and paralyzed industry.

The infant furniture business suffered greatly, of course, in this universal chaos. The depression continued from 1857 to 1862, with no material change for the better. Mr. Comstock relates the following incident as illustrative of the status of the industry at that time. "For a time I had but two competitors, and unless what they told of each other was untrue, their reputation for good goods was not very high. One of these manufacturers, it was said, sold a bureau which fell to pieces while it was being carted across the bridge. The indignant purchaser returned the wreck to the warehouses, and was met by the proprietor, who looked complacently on the disintegrated article of furniture, and remarked to his customer: 'All right; take another one, and don't handle too roughly.' My other competitor it was alleged, sold a number of chairs to a man in the country. A few days afterward the purchaser came back and reported that he had brought the chairs back—he had no further use for them. The proprietor in an excited manner, demanded the cause of the customer's dissatisfaction, and asked him where the chairs were. The answer was, 'I have them here in a bag.'"

Up to the spring of 1861 the market for Grand Rapids furniture was confined almost wholly to Grand Rapids and the then undeveloped region of Western Michigan. No attempts had been made to invade the markets of the world. The future manufacturing greatness of the city was undreamed of. Early in that year Mr. Comstock began to seek other markets for his goods. He manufactured a line of cheap chamber suites, and had little difficulty in disposing of them in Milwaukee, Chicago and other markets. Thus encouraged, Mr. Comstock in the fall of 1861 established a branch house at Peoria, Ill., which proved to be very successful, and which, under other management and ownership, is in existence at the present time. Beginning to realize in some degree the possibilities of Grand Rapids as a furniture producing center, Mr. Comstock erected in the fall of 1861, a large addition to his factory. He did this, as he says, against the advice of many of his best friends, who did not believe it would be possible to dispose profitably of so large an output as his increased facilities would give. Mr. Comstock, however, knew a little more about his own business than his over-cautious friends were able to tell him. In the face of all counter advice he fitted up his new factory with the best machinery he could obtain, and early in the spring of 1862 he was prepared to manufacture double the quantity of furniture turned out during the preceding year. This enlargement of facilities proved to be very remunerative. Sales rapidly increased, and under the stimulus of an active demand and the high prices which prevailed a marked improvement in the quality of goods manufactured took place. Mr. Comstock had in his employ at that time a number of men who have since achieved fortune and distinction. Among these were Elias Matter, now a member of the firm of Nelson, Matter & Co., one of the leading furniture manufacturing concerns of Grand Rapids; A. B. Pullman, one of the brothers who have built up colossal fortunes in the manufacture and operation of railway sleeping coaches; the Widdicomb brothers whose names are now well known throughout the country in connection with the Widdicomb Furniture Co. of this city. To the skill and faithfulness of his employes Mr. Comstock attributes in a large degree the success which attended his operations at this period.

In October, 1862 Mr. Matter left Mr. Comstock's employ and formed a copartnership with Julius Berkey. This partnership was the foundation of the Berkey & Gay Furniture Co., which has since become known throughout the world. Neither member of the firm possessed much capital, but both had what was of infinitely more importance, practical experience, personal integrity, and indomitable energy and determination. They began operations in a comparatively modest way, but their business rapidly increased, and they enlarged their facilities as the demands of trade required. They conducted an exclusively wholesale business. William A. Berkey—a brother of one of the members of the firm—was admitted to a partnership in 1863, and George W. Gay came in the year 1866. Wm. A. Berkey retired from the firm in 1872 and founded the Phoenix Furniture Co., to which more extended reference will be made later on in this history.

In October 1863, Mr. Comstock sold to Messrs. James N. and Ezra T. Nelson each a quarter interest in his establishment, and the firm name became Nelson, Comstock & Co., Mr. Comstock's interest being represented by his son, T. A. Comstock. In 1865 Messrs. James A. Pugh and Manley G. Colson, who were then foremen respectively in the factory and finishing department, purchased each a one-eighth interest in the establishment from C. C. Comstock, and the other quarter interest was sold to T. A. Comstock. The latter died in 1870, and his interest was purchased by Elias Matter. The firm name then became Nelson, Matter & Co., a name which has since become known to the furniture trade in almost every part of the civilized world.

From the foregoing it will be seen that the firm of Nelson, Matter & Co., is entitled to the honor of being the oldest furniture manufacturing establishment, though not the first, in Grand Rapids. We have seen how two mammoth institutions had their origin in the efforts of skilled mechanics, with little save their pluck and enterprise to back them. The other great furniture manufacturing concerns of later growth, though none the less lustrous because of their fewer years. In the next chapter will be given brief sketches of the principal corporations and firms engaged in the manufacture of furniture in Grand Rapids, from the organization of each to the present time.

NOS. III. AND IV.

This portion of Mr. Carpenter's history relates entirely to individual establishments, which are treated in a biographical manner. The matter is omitted, for obvious reasons.

NO. V.

In preceding articles we have traced the growth of individual firms and corporations engaged in the manufacture of furniture at Grand Rapids. We have seen how from small and apparently unpromising beginnings, these establishments have grown into a world-wide reputation, vastly outstripping the growth of the city in which they are located, and raising it from an obscure inland town of the Michigan wilderness to a position of importance in the manufacturing sense such as is enjoyed by no other city of equal population in the world. For to-day the name of Grand Rapids is known throughout the world, and the fact that this is so is directly traceable to the growth and influence of her furniture manufacturers, which have won recognition in all markets. We have heretofore traced the progress of individual and corporate enterprises. It is appropriate, then, in closing this series of articles, we should consider the furniture industry of Grand Rapids as an interger, by which means we shall better be able to arrive at an adequate understanding of its extent and importance.

For obvious reasons it is very difficult, if not impossible, to obtain exact figures as to the total product of the several manufacturing concerns in any given year. To what extent it is politic for the unofficial statistician to invade the domain of private business is a question which involves too many delicate considerations for hasty determination. But facts and figures which are matters of record may be published without the violation of any confidence, and with detriment to no interests.

Previous to the year 1865 the total furniture manufactures of Grand Rapids were so small as to be uninteresting. The city had not then attained to any importance as a manufacturing center, and few of the men then engaged in the business had any idea of the vastness of the interests that were to grow up within the next two decades. From the federal assessment books it appears that for the year ending December 31, 1865, the total value of the furniture manufactured in Grand Rapids was \$124,008. The total number of firms engaged in the manufacture of furniture was six, and the names of the same, with the amounts of their products, were as given below:

Comstock, Nelson & Co.	\$86,356
Berkey Bros. & Co.	37,633
Dudington & Turham	14,447
Norton & Haldane	3,140
Wm. Widdicomb	2,089
H. A. Wilson	923
Total	\$124,008

These six concerns employed a total of 150 to 175 men. In addition to the goods manufactured by them, some of the firms handled furniture bought in Eastern markets. Comstock, Nelson & Co. engaged the most extensively in this line of trade, selling during the year named, about \$25,000 worth of goods not manufactured in their own establishment.

From the discontinuance of the federal assessment up to 1880 the writer has been unable to obtain any trustworthy data relative to the total amount of furniture manufactured in Grand Rapids. No records have been kept, and the census returns of 1870 are not sufficiently specialized to afford the information sought. It is certain, however, that during this period a steady growth was maintained. This growth was most marked between 1875 and 1880, and continued with

little abatement until 1882, since which time as no one needs to be informed, a general industrial depression has prevailed, checking the development of all enterprises and the growth of manufactures. Yet, notwithstanding the prevailing depression, the industry has shown a material increase during the past three years, the total product each year being considerably larger than for the year preceding.

From the report of the special agent appointed to gather statistics relative to the manufacturing interests of Grand Rapids for the census of 1880, it appears that there were in that year a total of twenty-nine establishments devoted to the manufacture of furniture. The amount of capital invested was \$1,778,456. The average number of persons employed was 2,782, whose annual wages amounted to \$961,037—an average of a little less than \$350 each per annum. The value of the material used was \$1,256,713, and the value of the product was \$2,792,784—or, in round numbers, \$3,000,000. The population of Grand Rapids in 1880, as given in the census returns, was 32,016. As an aid to the proper appreciation of the significance of the figures given above, it may be stated that during the same year Philadelphia, Chicago and Cincinnati each produced about \$7,000,000 worth of furniture. Philadelphia had a population of \$47,170, and 200 furniture manufacturing establishments; Chicago had a population of 503,185, and 114 establishments; and Cincinnati had a population of 255,139, and 113 establishments.

In May, 1885, Mr. H. D. Van Asmus, Secretary of the Grand Rapids Furniture Manufacturers' Association, prepared a report embracing a detailed statement of the capital, products and number of men employed in the furniture and kindred manufacturing interests of Grand Rapids. In this report the secretary appears not to have aimed at actual precision in the figures given, but to have dealt in round numbers for the most part. Yet the figures may be taken as approximately correct—a fact which is sufficiently guaranteed by the official character of the compilation. From the secretary's report it appears that Grand Rapids now contains thirty-eight establishments devoted to the manufacture of furniture and furniture supplies. These thirty-eight establishments, according to the secretary's figures, operate upon an aggregate capital of \$4,395,000. Their annual sales amounted to \$4,325,000. The total number of men employed is 5,588, and they receive wages to the amount of \$7,160 per day, or \$2,241,080 annually. The fact that round numbers instead of exact figures were used in the secretary's compilation necessarily tended to increase the totals somewhat beyond the actual facts of the case. But, making a liberal allowance for any and all over-statements that may have been made, it is still apparent that the furniture industry of Grand Rapids has shown a healthy and almost uninterrupted ratio of increase during the past twenty years.

The report of secretary Van Asmus was a surprise to many manufacturers who have given thought to the subject, in that it established the fact that even during these later years of depression the industry has gone on increasing at quite a rapid rate. If so steady a rate of increase is to be maintained during periods of wide-spread inaction what may be expected when the clouds shall have been dissipated in the genial sunlight of reviving activity?

What will be the future of the furniture industry of Grand Rapids? No man can tell. Its possibilities are almost infinite. Its prospects, all things considered, are brilliant. All the conditions that have contributed to its development in the past are still existent. With the impetus it has acquired, and the prestige it has won, it occupies a vantage ground for future achievements which should assure uninterrupted development and the highest degree of prosperity.

Couldn't be Fired.

From the Merchant's Mail.
Scene in a grocery store. Proprietor talking with customer, while a clerk tries to get a bushel of potatoes out of a barrel into a sack.
Prop.—They'll be ready in a few minutes, sir.
Cus.—What's the matter with your clerk?
Prop.—Inexperienced.
Cus.—Why don't you fire him?
Prop.—Too green to be fired.

The strike in the Eastern wire mills has compelled the broom factory at Jackson to cease operations for the present.
Stub iron for gun barrels is made of horse-shoe nails, cleansed and mixed with 12 to 25 per cent of steel pieces of the same size, and then puddled, hammered, heated, tilted and rolled. A stub twist barrel is made of this iron chilled spirally on a mandrel and welded.
Mandrargine is the name applied to a new alkaloid extracted by M. Crouzel from the root of Mandragora officinalis, a perennial European plant botanically allied to belladonna and commonly termed mandrake, not however to be confounded with our Podophyllum peltatum.

Cardinal Principles of Business Success

There is good business common sense and shrewd Scotch humor in the address delivered by Mr. Andrew Carnegie, not long ago, to the students of a Philadelphia business college. He said:

"Do not hesitate to engage in any legitimate business, for there is no business in America, I do not care what, which will not yield a fair profit if it receive the unremitting, exclusive attention and all the capital of capable and industrious men. Every business will have its season of depression—years like the present during which the manufacturers and merchants are severely tried—years when mills must be run, not for profit, but at a loss, that the organization and men may be kept together and employed, and the concern may keep its products in the market. But, on the other hand every legitimate business producing or dealing in an article which man requires is bound in time to be fairly profitable—if properly conducted.

"And here is the prime condition of success, the great secret: concentrate your energy, thought and capital exclusively upon the business in which you are engaged. Having begun in one line, resolve to fight it out on that line—to lead in it; adopt every improvement, have the best machinery, and know the most about it.

"The concerns which fail are those which have scattered their capital which means that they have scattered their brains also. They have investments in this, or that, or the other; here, there and everywhere. 'Don't put all your eggs in one basket' is all wrong. I tell you 'Put all your eggs in one basket, and then watch that basket.' Look round you and take notice; men who do that do not often fail. It is easy to watch and carry the one basket. It is trying to carry too many baskets that breaks most eggs in this country. He who carries three baskets must put one on his head, which is apt to tumble and trip him up. One fault of the American business man is lack of concentration.

"To summarize what I have said: Aim for the highest; never enter a barroom; do not touch liquor, or if at all, only at meals; never indorse beyond your surplus cash fund; make the firm's interest yours; break orders always [to save owners; concentrate; put all your eggs in one basket and watch that basket; expenditure always within revenue; lastly, do not be impatient, for, as Emerson says, 'no one can cheat you out of ultimate success but yourselves.'

"I congratulate you upon being born to that ancient and honorable degree of poverty which renders it necessary that you should devote yourselves to hard work. I trust that few, if any, of you have the misfortune to be rich men's sons, for, believe me, such are heavily weighted in the race. A basketful of bonds is the heaviest basket a young man ever had to carry. He generally gets to staggering under it. We have in this city creditable instances of such young men, who have pressed to the front rank of our best and most useful citizens. These deserve great credit, much greater credit than will be yours when you occupy similar positions. But the vast majority of the sons of rich men are unable to resist the temptations to which wealth subjects them, and sink to unworthy lives."

A Story with a Moral.

The head clerk of a large firm in Charlestown promised an old customer one day half a bale of Russian duck, to be on hand at one o'clock, when the man was to leave town with his goods. The firm was out of duck and the clerk went over to Boston to buy some. Not finding a truckman he hired a man to take it over on his wheelbarrow. Finishing other business, on his return to Charlestown the clerk found the man not half over the bridge, sitting on his barrow, half dead with the heat. What was to be done, it was then half-past twelve, and the goods were promised at one. There was not a moment to lose. In spite of the heat, the dust, and his fine clothes, the young man seized the wheelbarrow and pushed on. Pretty soon a rich merchant, whom the young man knew very well, riding on horseback, overtook him. "What," said he, "Mr. Wilder turned truckman?" "Yes," answered the clerk; "the goods are promised at one o'clock, and my man has given out; but you see I am determined to be as good as my word." "Good, good!" said the gentleman, and started on. Calling at the store where the young man was employed, he told his employer what he had seen. "And, I want to tell him," said the gentleman, "that when he goes into business for himself, my name is at his service for \$30,000." Reaching the store, which he did in time, the high price set on his conduct made amends for the heat, anxiety, and fatigue of the job. You would like to know perhaps, that this young man became one of the most eminent merchants of his day, and known far and wide, both in Europe and this country.

There is a well of natural gas at Murrys-ville, Pa., that has been flowing for ten years, and it is said there is in diminution of pressure, though as good a well has been struck within thirty feet of it.

Drugs & Medicines

STATE BOARD OF PHARMACY.

ONE Year—Geo. M. McDonald, Kalamazoo. Two Years—H. J. VanEmster, Bay City. Three Years—Jacob Jesson, Muskegon. Four Years—James Verbor, Detroit. Five Years—Otmar Eberbach, Ann Arbor. President—Otmar Eberbach. Secretary—Jacob Jesson. Treasurer—James Verbor. Next place of meeting—At Detroit, November 8, 1885.

Michigan State Pharmaceutical Association.

OFFICERS. President—Geo. W. Crouter, Charlevoix. First Vice-President—Geo. M. McDonald, Kalamazoo. Second Vice-President—B. D. Northrup, Lansing. Third Vice-President—Frank Wurzburg, Grand Rapids. Secretary—Jacob Jesson, Muskegon. Treasurer—Wm. Dupont, Detroit. Executive Committee—H. J. Brown, A. B. Stevens, Geo. Gundrum, W. H. Keller, F. W. Fincher. Next place of meeting—At Detroit, Tuesday, October 13, 1885.

Grand Rapids Pharmaceutical Society.

ORGANIZED OCTOBER 9, 1884. OFFICERS. President—Frank J. Wurzburg. Vice-President—Wm. L. White. Secretary—Frank H. Escott. Treasurer—Henry B. Fairchild. Board of Censors—President, Vice-President and Secretary. Board of Trustees—The President, Wm. H. Van Leeuwen, Isaac Watts, Wm. E. White, Wm. L. White. Committee on Pharmacy—Hugo Thum, M. B. Kimm, A. C. Bauer. Committee on Legislation—Isaac Watts, O. H. Richmond, Jas. S. Cowin. Committee on Trade Matters—H. B. Fairchild, John Peck, Wm. H. VanLeeuwen. Regular Meetings—First Thursday evening in each month. Annual Meetings—First Thursday evening in November. Next Meeting—Thursday evening, October 1, at "The Tradesman" office.

TOO MANY DRUGGISTS.

Otherwise they Would Soon Become Millionaires. From the Detroit News.

"Retail druggists might become millionaires," remarked a Detroit compounder of medicines to a friend as they discussed a couple of Sunday evening cigars on the front porch, "just as easily as not, if there weren't so confounded many in the business. The way we do up the customer in the matter of prices would astonish you. If we could only do it often enough we'd get rich in a hurry.

"I don't mind giving you a few instances, if you'll be sure not to give it away," the druggist went on, growing confidential under the soothing influence of the weed. "There's aqua ammonia. We buy it at wholesale for six cents a lb. and sell it at the rate of two ounces for five cents, or 40 cents per lb. Nothing very modest about that, eh? Alum we get at 3 cents per lb., and dispose of it for 15 cents per lb., or 5 cents per oz., according to quantity. Quinine costs the druggist at present 75 cents per oz., and sells at 1 cent per grain, or \$4.80 cents per oz. The profit on this article can be and sometimes is, further increased by adulteration with cinchonida, an article of similar appearance which costs 25 cents per oz. Epsom salts costs 3 cents per lb. and sells for 20 cents.

"A good deal depends on the customer. If he looks as though he would stand it we charge him 10 cents per oz for bromide of potash, which we buy at 40 cents per lb. If he looks like a kicker we make the price only 5 cents per oz. Whisky, which costs us \$1.75 to \$2 a gallon, we sell at 60 cents per pint. But our best hold is physicians' prescriptions. A 2 oz. mixture usually sells for 35 cents, and the bottle frequently costs as much as the contents. Ten cents will generally cover the cost of a 35 cent prescription, and the profit on larger amounts is in proportion."

"Patent medicines are a big thing, I suppose?" "Lots of people suppose so, but the notion is wide of the truth. The profit on 'patent medicines' and proprietary articles seldom exceeds 100 per cent., and often is much less than that. Oh, yes, ours is a trade that has millions in it—millions of money and also millions of druggists, so that we don't get so very much apiece."

His Principal Practice.

"Doctor," said De Fidgett to one of our medical men, "do you have much practice nowadays?" "Oh, yes, I have all the practice I can attend to."

"In what particular line is the most of your practice?" "In the line of economy."

The addition of menthol to cocaine is recommended by Rorenberg when the latter is used as an anesthetic in the surgery of the nose and pharynx. A 20 per cent. solution in oil is said by the author to be the best method of using the menthol. Experiments with the mixture show that the anesthetic effects of cocaine are greatly aided by menthol.

A Viennese pharmacist was summoned before a police court for the offense of supplying calomel contaminated with mercuric chloride, and for damages for injuries resulting from the use of the impure article. The pharmacist admitted that the calomel contained corrosive sublimate, but pleaded that he was not to blame, as he purchased it in bulk from a respectable manufacturer, and that he might as soon be expected to examine each parcel of common salt for impurities as to examine calomel obtained wholesale from such a source. The court, however, refused to take that view of the transaction, and inflicted a fine of fifty florins for a breach of the law relating to the supply of pure drugs. Other claims were reduced to thirty florins.

THE OFFICIAL PROGRAMME.

Arrangement of Business for the Coming Convention.

The Executive Committee of the State Pharmaceutical Association met at Detroit last week and arranged the following programme for the annual convention, to be held at Detroit October 13, 14 and 15:

TUESDAY, 2 P. M.

Meeting called to order by President Crouter. Roll call. Address of welcome by Mayor Grummond. Response by ex-President Wells, of Lansing. Reading minutes of last meeting. Address by G. W. Crouter, of Charlevoix. Presentation of names for membership.

TUESDAY, 7:30 P. M.

Report of Executive Committee on Applications for membership. Election of members. Reports of officers. Reports of committees.

WEDNESDAY, 9 A. M.

Unfinished business. Reading of papers and discussion of same continued.

WEDNESDAY, 2 P. M.

Trade interests. WEDNESDAY, 7:30 P. M.

Association taken to Detroit Opera House. THURSDAY, 9 A. M.

Election of officers. Appointing of committees. Miscellaneous and unfinished business. Adjournment. "Home, Sweet Home."

The Quinine Problem.

From the Oil, Paint and Drug Reporter. Among the conundrums in the trade, frequently propounded of late, are the following: How can the manufacturers afford to sell quinine at present prices, while they are buying barks at recent advanced market values? Are they losing money in manufacturing or have they recently improved methods to obtain a larger yield of quinine? It is also pertinently asked: How is it that the price of quinine some years since was two dollars and over and is now only sixty-eight cents? Were the manufacturers formerly making enormous profits? Why can they sell so low now? What are the prospects for the future? etc.

Anybody who has kept the run of the London bark sales, is aware of the fact that the prices of bark have twice within six weeks experienced an important advance, the first rise being fifteen to twenty per cent., and the second ten per cent., while foreign quinine advanced only eight to ten cents per ounce, or say fifteen per cent. P. & W's price remained steady through all these advances. The figures being paid for bark are public, and are well known to the initiated as ranging from five pence to six pence per unit, according to the richness of the bark; the lower grades of bark costing more to manufacture into quinine, are consequently lower than the higher grades. A unit means one pound of bark yielding one per cent. sulphate quinine, or say 1-100 of a pound = 16-100 of an ounce. To make one ounce of sulphate quinine, therefore, are required six and one-quarter pounds of one per cent. bark, which costs, at the rate of five pence, thirty-one and one-quarter pence, equal to sixty-two and one-half cents. It is plain, therefore, that at the lowest quotation for bark, one ounce sulphate quinine costs sixty-two and one-half cents, without the expenses of freight, commissions, cost of manufacture, packing and putting on the market. The aggregate of these expenses is usually estimated at about fourteen cents per ounce; even if they should amount to only ten cents, the actual cost to the manufacturer would be fully seventy-two and one-half cents, without counting any profit.

The by-products—cinchonida, quindia, etc.—which are selling now at such extremely low prices, can hardly enter into the calculation, on account of the expenses of making them, and will certainly not compensate the manufacturer for the difference between the cost of bark and the selling price of quinine. It is, therefore, plain that the manufacturers at present are all losing money. Why, then, do they continue to manufacture and sell?

The foreign manufacturers entered this market extensively, when the duty was taken off quinine; the domestic manufacturers could not prevent this, as they were at a disadvantage; the foreign manufacturers have a large outlet in Europe, South America, Asia, etc., and could send their surplus here while the domestic manufacturers were confined to the United States only. Even if the latter should have resolved to work at a loss for a number of years, the foreign manufacturers could withdraw and come in again as soon as the domestic manufacturers were tired of losing money. But now the situation is different. Two more manufacturers have started here, one of them on a large scale, and are bidding energetically for the custom of the trade. The old manufacturers cannot sit still and allow themselves to be driven out, and, as they have a large purse, they seem to have resolved to "see the thing through." This competition will not prevent an advance in the price, but will retard it; the competition will doubtless remain the same, whether the price is sixty cents or one dollar.

Some years since, barks were produced only in South America, when the supply would often be curtailed by the outbreak of a revolution, by want of water in the Magdalena river and other causes, but the cultivation of the cinchona trees in the East Indies, principally Ceylon, has assumed such dimensions, that we are not only independent of South America for a supply of bark, but the same has increased from the East Indies to such an extent from year to year that the price has declined considerably. The maximum of the stock was reached about the end of the year 1883; consumption having also increased largely, the stock has gradually decreased since then and is now moderate—the maximum having been in round

figures 100,000 bales, while it is now only 75,000 bales, including a large and constantly increasing proportion of worthless bark, which is estimated variously at one-third to one-half of the entire stock. The actual stock of good bark is probably not even a six months' supply. The increase of the shipments of bark from Ceylon were last March about thirty-five per cent. over the previous season, while at the end of July the increase for the season over the last season showed only 8 per cent.—rather a heavy falling off in shipments from March to July; the season runs from October to October. In June, July and August, during the monsoon or rainy season, bark cannot be produced in Ceylon. Shipments must, therefore, be small for the next three months. The stock of bark in manufacturers' hands is believed to be small. As purchases at declining prices are naturally limited to immediate wants, manufacturers will be compelled to buy and compete against each other at the sales; if wants should become pressing prices will be influenced upward. The stock of quinine in second hands is not large and mostly firmly held. As consumption is usually larger during the fall there need be no apprehension of lower prices, in the opinion of holders, who think an early advance not improbable.

Grand Rapids Pharmaceutical Society.

At the regular monthly meeting of the Grand Rapids Pharmaceutical Society, held at THE TRADESMAN office last Thursday evening, the following representatives of the profession were in attendance: President Wurzburg, Secretary Escott, John E. Peck, M. B. Kimm, Isaac Watts, Will L. White, H. B. Fairchild, Wm. H. VanLeeuwen, Chas. E. Escott, A. C. Bauer, A. Sanford and Lou J. Shafer.

The delegate to the National Retail Drug Association was instructed to vote in favor of the resolutions recently adopted by the New York Pharmaceutical Association relative to the formation of a National body by the election of three delegates from each State.

A lengthy and profitable discussion followed relative to the means for securing a reduction in the tax on alcohol used for medicinal and mechanical purposes.

The chairman was instructed to announce a subject at the next meeting for discussion at the next succeeding meeting, and that all drug clerks be invited to attend.

Chas. E. Escott suggested that as soon as possible an effort be made to induce physicians to cease specifying any special make of elixirs, etc.

It was moved and carried that the Society extend an invitation to the State Pharmaceutical Association to hold the annual meeting for 1886 in Grand Rapids; and the Secretary was instructed to forward the resolution to the Secretary of the State Association.

The Society then adjourned, to meet Thursday evening, October 1.

A Model Prescription.

From the Allegan Gazette. An Allegan druggist was recently asked to make a compound, part of the ingredients of which were, according to the written formula, "bay run, flak white, and glisser rean."

A medical journal says the distressing symptoms produced by the administration of quinine or sodium salicylate are counteracted by the addition of small doses of ergot to the mixture.

The law regulating the practice of medicine in Indiana is now in force, and druggists prescribing over the counter are liable to fine and costs. Indiana druggists should secure a law requiring physicians to take out a license before engaging in the practice of pharmacy.

The National Druggist thinks the Kansas prohibition law has a tendency to bring the entire drug trade of the State into disrepute, by its evasion by those who use the name druggist as a cloak for the liquor business. A Kansas City correspondent says: "The statements of the druggists of Cowley county, just filed with the probate judge, while showing a decrease from those filed last month, yet proved that the invalids of Cowley county needed four barrels of whisky and 1,390 bottles of beer. The city of Winfield took 417 pints of drug store liquors, while in Arkansas City, a town of much less population than Winfield, 821 pints were sold. Another significant fact is, that while the sale of beer is on the decrease, that of liquors is augmented. There is another peculiar point about this matter. The sale in the larger cities has decreased a little, while in country districts it has been largely increased."

MISCELLANEOUS.

Advertisements of 25 words or less inserted in this column at the rate of 25 cents per week, each and every insertion. One cent for each additional word. Advance payment.

A RARE CHANCE—For sale, a small stock of drugs, medicines and druggists sundries, together with fixtures, including show cases, soda fountain, etc. A bargain for some one. Must be sold immediately. W. W. Barcus, Assignee, Muskegon, Mich. 103

WANTED—A drug stock inventory from \$1,000 to \$1,500. Address Lock Box 109, Grand Rapids, Mich. 105

FOR SALE—Eight hundred dollars will buy a good stock of groceries, 1/2 acre of land, and one two-story building in a lively business town. Address, Postmaster, Eckford, Calhoun County, Mich. 104

FOR SALE—The brevier type formerly used on THE TRADESMAN. The font comprises 222 pounds, including italic, and is well assorted and very little worn. Address this office.

PARTNER WANTED—A well-established manufacturer of proprietary remedies, having now on the market a line of popular cathartics, wishes a partner, with some capital, to push the sale of same. Address, "Patent," care "The Tradesman," 941t

WHOLESALE PRICE CURRENT.

Table with multiple columns listing various goods and their prices. Includes sections for ACIDS, AMMONIA, BALSAMS, BARRS, FLOWERS, GUMS, HERBS-IN OUNCE PACKAGES, IRON, LEAVES, LIQUORS, MAGNESIA, OILS, POTASSIUM, and ROOTS.

HAZELTINE, PERKINS & CO., Wholesale Druggists!

42 and 44 Ottawa Street and 89, 91, 93 and 95 Louis Street.

IMPORTERS AND JOBBERS OF Drugs, Medicines, Chemicals, Paints, Oils, Varnishes, and Druggists' Glassware. MANUFACTURERS OF ELEGANT PHARMACEUTICAL PREPARATION FLUID EXTRACTS AND ELIXIRS. GENERAL WHOLESALE AGENTS FOR Wolf, Patton & Co., and John L. Whiting, Manufacturers of Fine Paint and Varnish Brushes. THE CELEBRATED Pioneer Prepared Paints. —Also for— Grand Rapids Brush Co., Manufacturers of Hair, Shoe and Horse Brushes.

Druggists' Sundries

Our stock in this department of our business is conceded to be one of the largest, best-assorted and diversified to be found in the Northwest. We are heavy importers of many articles ourselves and can offer Fine Solid Back Hair Brushes, French and English Tooth and Nail Brushes at attractive prices. We desire particular attention of those about purchasing outfits for new stores to the fact of our UNSURPASSED FACILITIES for meeting the wants of this class of buyers WITHOUT DELAY and in the most approved and acceptable manner known to the drug trade. Our special efforts in this direction have received from hundreds of our customers the most satisfactory recommendations.

WITHERS DADE & CO'S Henderson Co., Ky., SOUR MASH AND OLD FASHIONED HAND MADE, COPPER DISTILLED WHISKYS.

Druggists' Favorite Rye, Gins, Brandies & Fine Wines.

We call your attention to the adjoining list of market quotations which we aim to make as complete and perfect as possible. For special quantities and for quotations on such articles as do not appear on the list, such as PATENT MEDICINES, etc., we invite your correspondence. Mail orders always receive our special and personal attention. HAZELTINE, PERKINS & CO

Talking in Public.

A laughable story, says the Philadelphia North American, was told by an elderly gentleman living in the city. While out spending the evening he was introduced to a strange gentleman, and after a few preliminary remarks on both sides the strange gentleman inquired about the welfare of his son. The relator felt surprised that his new acquaintance should know that he had a son, but answered briefly.

"He graduates at Harvard next spring, I believe," added the new acquaintance.

The gentleman thought he must have been talking to some of the other guests about his son, and they continued the conversation about him and the college.

There was a brief pause and then the new acquaintance said, "I'm sorry I've not met you wife this evening, so that I could see your family complete."

The gentleman felt that the stranger was getting a little too anxious to make himself familiar, and so he slipped in a casual remark that he had been feeling out of sorts for a few days.

"Yes," said the new acquaintance, "that's the way with me when my wife goes away. Everything around the house seems to go wrong without her."

By this time the gentleman was continuing the conversation only by saying "yes" and "no."

"Aren't you going to invite me 'round to see you when she comes home from Florida next week?" asked the new acquaintance. The gentleman looked at him in no good humor, but, seeing a smile on his face which turned into outright laughter, he saw that something was up, and, laughing himself, said: "Look here! How the mischief do you come to know so much about my affairs?"

"You told me yourself," laughed the other. The matter was soon explained. The gentleman had been riding in an 8th street car the day before talking to a friend. The other, then a stranger, had been on the same car in a seat close to him, and overheard the conversation. When they were introduced a day later the stranger recognized him at once and could not resist propounding the questions. They took a good laugh together.

Advertising Their Trades.

From the New York Sun.

A young man in want of a shave recently went into a little barber shop in Harlem, sat down in a chair, leaned back, and was about to shut his eyes to keep the lather out, when they fell upon an array of wonderfully decorated shaving-cups. On one was the picture of a hearse flanked by two upright coffins; on another was a dummy engine standing on a section of the elevated road, and others displayed pictures of a milk wagon, a tombstone, a saw, or a trowel.

The barber explained that the hearse and coffin cup belong to an undertaker with an eye to business who had got enough customers from his novel advertisement to pay his shaving bill for the next ten years. An engineer on the elevated road owned the cup with the dummy-engine on it. The other cups belonged to a milk-dealer, a stone-cutter, a carpenter, and a bricklayer. The barber said he had an order from a neighboring shomaker which would eclipse all the other cups. It would contain a tiny photograph of the shoemaker on a swinging sign, bearing his name and the legend, "Repairing neatly done."

Mitigated Affliction.

The hesitancy of the wealthy men of New York to contribute liberally to the Grant monument, is remarked by the outside press, which is still of the opinion that Gotham was not the proper place in which to inter Gen. Grant.

The richmen of New York, judging by the quantity of crape with which their stores are draped, undoubtedly regret the death of General Grant. Nobody can look at the crape and decide otherwise, but when it comes to defining the intensity of their grief in dollars and cents, the hesitancy on the part of the mourners becomes positively painful.

A tame Indian once told a sympathetic pale-face friend about the loss of his horse; the pale face expressed considerable woe and even shed a tear or so, saying in a husky voice:

"I am very sorry for my red friend."

"Pale face, how much you sorry?" asked the inquisitive Indian, extending an itching palm.

Then the pale face began to talk about the weather, just as the wealthy New Yorker does when the monument committee calls on him, and endeavors to sound the depths of his grief in dollars and cents.

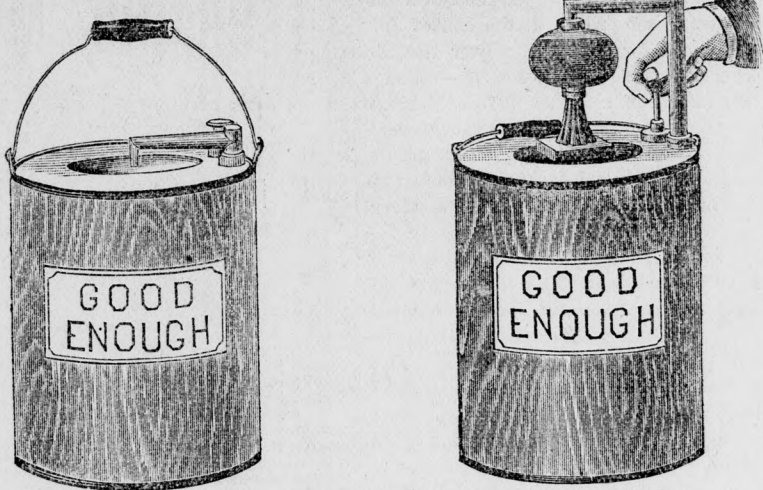
In most well regulated clothing stores, there are two departments of mourning goods. One is "the heavy bereavement department," and the other is "the mitigated affliction department." In New York there is only one department, viz: "the mitigated affliction department."

In England, in coal mines alone, since 1861, over 35,000 lives have been lost.

WHOLESALE PRICE CURRENT.

Table of wholesale prices for various goods including wide brown cottons, heavy brown cottons, bleached cottons, domestic ginghams, ticks, grain bags, paper cambrics, wiggins, spool cotton, and coal and building materials.

CURTISS, DUNTON & CO. WHOLESALE PAPER, OILS, CORDAGE, WOODENWARE



These Oil Cans in Stock all Sizes, Plain and with Wood Jacket.

The Diamond Oil Can, The Best Glass Can with Tin Jacket in the Market. CURTISS, DUNTON & CO. 51 AND 53 LYON STREET, GRAND RAPIDS, MICH.

D. W. Archer's Trophy Corn, D. W. Archer's Morning Glory Corn, D. W. Archer's Early Golden Drop Corn

NO. 2. AND 3 CANS. YOUNG, TENDER AND SWEET, NATURAL FLAVOR RETAINED. GUARANTEED PURITY. \$1,000 IN GOLD. NOT SWEETENED WITH SUGAR. NO CHEMICALS USED. NOT BLEACHED WHITE. NO WATER IN CANS.

The Trade supplied by Wholesale Grocers Only. Respectfully,

THE ARCHER PACKING CO., Chillicothe, Ills.

S. W. VENABLE & CO., PETERSBURG, VA., MANUFACTURERS OF NIMROD AND OTHER FAVORITE BRANDS OF Plug Tobacco.

Table listing tobacco products like NIMROD, SPREAD EAGLE, BIG FIVE CENTER, BLUE PETER with prices.

See Our Wholesale Quotations elsewhere in this issue and write for Special Prices in Car Lots.

We are prepared to make Bottom Prices on anything we handle.

A. B. KNOWLSON, 3 Canal Street, Basement, Grand Rapids, Mich.

BROWN'S Paper Bag

AND Twine Holder!

(COMBINED.)

Patented April 29th, 1883.

CAPACITY 2,500 BAGS.

Saves time, bags and valuable counter room. Is neat and ornamental, constructed of malleable iron, neatly japanned, with steel wire needles, and will never get out of repair. Weighs about 6 lbs. and occupies 18 inches square of space. Can be adjusted to any height of ceiling. Is suspended from ceiling directly over counter within easy distance of salesman. For further information address

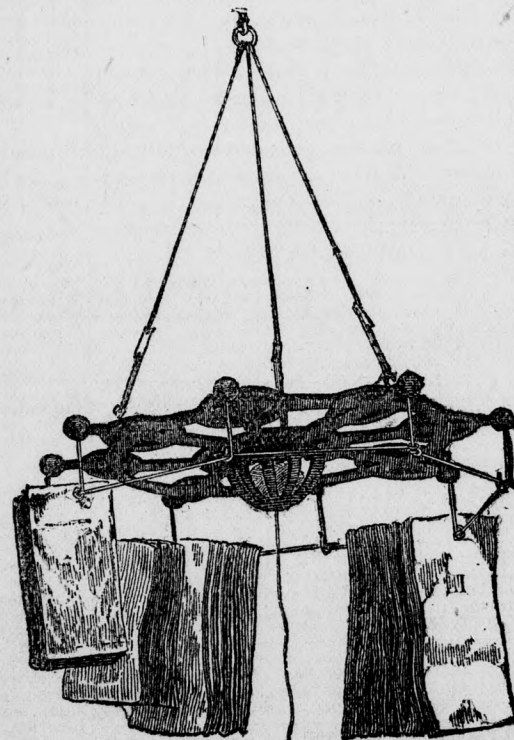
GEO. R. BROWN,

PALMYRA, N. Y.

SOLD BY

Franklin MacVeagh & Co., Chicago, Ill.

Arthur Meigs & Co., Grand Rapids, Mich.



SPRING & COMPANY,

WHOLESALE DEALERS IN

Staple and Fancy

DRY GOODS,

CARPETS,

MATTINGS,

OIL CLOTHS

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids, Michigan.

THE LEADING BRANDS OF

TOBACCO.

Offered in this Market are as follows:

PLUG TOBACCO.

Table listing tobacco products like RED FOX, BIG DRIVE, PATROL, JACK RABBIT, SILVER COIN, PANIC, BLACK PRINCE, DARK, BIG STUMP, APPLE JACK with prices.

2c less in orders for 100 pounds of any one brand.

FINE CUT.

Table listing tobacco products like THE MEIGS FINE CUT, DARK, STUNNER, DARK, RED BIRD, BRIGHT, OPERA QUEEN, BRIGHT, FRUIT, O SO SWEET with prices.

2c less in 6 pail lots.

SMOKING.

Table listing tobacco products like ARTHUR'S CHOICE, LONG CUT, BRIGHT, RED FOX, LONG CUT, FOIL, GIPSEY QUEEN, GRANULATED, OLD COMFORT, IN CLOTH, SEAL OF GRAND RAPIDS, IN CLOTH, DIME SMOKER, IN CLOTH with prices.

2c less in 100 pound lots.

These brands are sold only by

Arthur Meigs & Co. Wholesale Grocers,

Who warrant the same to be unequalled. We guarantee every pound to be perfect and all right in every particular. We cordially invite you, when in the city, to visit our place of business, 55 and 57 Canal st. IT MAY SAVE YOU MONEY.

The Michigan Tradesman.

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

INSOLVENT PARTNERSHIP.

Unless upon proof of fraud, the retiring member of a partnership that subsequently became insolvent cannot be held liable for any firm debts contracted after his retirement, according to the decision of the Supreme Court of the United States in the case of Penn National Bank vs. Furness.

NEGOTIABLE PROMISSORY NOTE—INTEREST.

An instrument in the usual form of a negotiable promissory note, except that it provides for the payment of "interest at 10 per cent. per annum from date until paid, 7 if paid when due," in legal effect calls for interest at 7 per cent. from date till paid, and is therefore a negotiable promissory note. So held by the Supreme Court of Minnesota in the case of Smith vs. Crane.

PROMISSORY NOTE—INDORSER'S LIABILITY.

A promissory note in renewal of one that had been discounted by a bank was indorsed by the defendant in the case of Wessel et al. vs. Glenn (Supreme Court of Pennsylvania), for the accommodation of the maker. When the note was signed and indorsed there was a blank left for the place of payment, which was proceeded by the word "at." The maker took the note to the bank, but the bank refused to take it, as there was no place of payment. He then filled up the blank after the word "at" by writing the name of the bank. The court held that this was not such an alteration as would relieve the indorser.

RAILROAD CONDUCTOR'S LIABILITY—STOLEN GOODS.

A railroad conductor who permits a passenger to travel on his train taking with him goods known to the conductor to be stolen is not liable to an action therefor by the owner of the goods, according to the decision of the Supreme Court of Maine in the case of Randlette vs. Judkins. The Court in giving judgment, said: "The railroad is a public highway, over which all members of the public who are in a proper condition to travel in a public car, who pay the established fare and conduct themselves properly, have a legal right to travel with luggage. It is the legal duty of the conductor to permit all such persons to enter the cars and travel over the road. For sufficient cause he may stop the train and eject a traveler from the train. He owes no legal duty to the public to stop his train and eject a traveler who is guilty of a felony, or to arrest such traveler and hold him as a prisoner and seize the property he may have in his possession. As a citizen he may have the right, if he sees fit, to arrest a traveler who is guilty of a felony and hold him until he can be properly prosecuted; but not being an officer charged with the duty and having no legal warrant therefor, he is under no legal duty to do so, and thereby take upon himself the burden and hazard of justifying his act. Nor does he owe any duty to any member of the public to arrest a thief and seize, and hold the stolen property he may have in his possession; or to seize and hold for the owner, whoever he may be, goods which a traveler on the road may have taken and is carrying away as a trespasser." The court added: "We have discussed the question involved upon principle, there being no authorities directly in point cited by the learned counsel on either side, and it is said there are none."

How the Second Number of the Manufacturer was Received.

Howard City Record: THE MICHIGAN MANUFACTURER, published in Grand Rapids, is a very handy and handsome paper. Charlevoix Journal: No. 2 of THE MICHIGAN MANUFACTURER is out, and in contents and style are fully up to the standard promised in the first issue. Freepress Herald: THE MICHIGAN MANUFACTURER for September is at hand. No neater paper is printed, its contents are excellent, and it is a paper valuable to every business man. The editor has the good will of the Herald in this grand enterprise. Let every business man put a shoulder to the wheel and keep THE MANUFACTURER in our midst. Grand Haven Venture: The September number of THE MICHIGAN MANUFACTURER is out and is a credit to the publisher, Mr. E. A. Stowe; to the city, Grand Rapids, and to the State. Every person interested in the manufacturing interests of the State should subscribe for it. Petoskey Democrat: THE MICHIGAN MANUFACTURER comes to our table again for September. It is a sixteen-page paper, neatly printed on tinted paper, and is a credit to the publishers. It presents some very interesting articles of value to manufacturers and mechanics. St. Louis Industrial Gazette: THE MICHIGAN MANUFACTURER, a sixteen-page monthly, published at Grand Rapids, is the latest addition to trade journalism. Volume 1, Number 1, is a very neat and commendable issue. We welcome it to the broad field in which we are capering ourselves, and wish it success. Newyago Tribune: The second number of THE MICHIGAN MANUFACTURER, for September, is a model of typographical beauty and brim full of choice reading matter. Not content to deal alone in dry details, THE MANUFACTURER launches boldly

out on a line of its own and has something of value and interest to all classes of readers. Its editorial department, presided over by E. A. Stowe, contains well-considered articles on insurance, monopoly and other public questions and the page devoted to "Business Law" is alone worth the price of a year's subscription. No merchant, mechanic, manufacturer or farmer can afford to be without this paper, nor will they be after having once read the same.

TIME TABLES.

Michigan Central. DEPART. *Detroit Express... 6:00 a m *Day Express... 12:45 p m *Atlantic Express... 9:20 p m *Way Freight... 6:50 a m ARRIVE. *Pacific Express... 6:00 a m *Mail... 3:50 p m *Grand Rapids Express... 10:50 p m *Way Freight... 5:15 a m *Daily except Sunday, Daily. Sleeping cars run on Atlantic and Pacific Express. Direct and prompt connection made with Great Western, Grand Trunk and Canada Southern trains in same depot at Detroit, thus avoiding transfers. The Detroit Express leaving at 6:00 a. m. has Drawing Room and Parlor Car for Detroit, reaching that city at 11:45 a. m. New York 10:30 a. m. and Boston 3:45 p. m. next day. A train leaves Detroit at 4 p. m. daily except Sunday with drawing room car attached, arriving at Grand Rapids at 10:50 p. m. J. T. SCHULTZ, Gen'l Agent.

Chicago & West Michigan. Leaves. Arrives. *Mail... 9:15 a m 4:25 p m *Day Express... 12:35 p m 10:45 p m *Night Express... 8:35 p m 4:45 a m *Daily, except Sunday. Pullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants without extra charge to Chicago on 12:25 p. m. and through coach on 9:15 a. m. and 9:35 p. m. trains. NEWAYGO DIVISION. Leaves. Arrives. Express... 4:15 p m 4:05 p m Express... 8:05 a m 11:15 a m All trains arrive and depart from Union Depot. The Northern terminus of this Division is at Baldwin, where close connection is made with F. & P. M. trains to and from Ludington and Manistee. J. H. CARPENTER, Gen'l Pass. Agent. J. B. MULLIKEN, General Manager.

Lake Shore & Michigan Southern. (KALAMAZOO DIVISION.) Arrives. Leaves. Express... 7:15 p m 7:30 a m Mail... 9:50 a m 4:40 p m All trains daily except Sunday. The train leaving at 4 p. m. connects at White Pigeon with Atlantic Express on Main Line, which has Palace Drawing Room Sleeping Coaches from Chicago to New York and Boston without change. The train leaving at 7:30 a. m. connects at White Pigeon (giving one hour for dinner) with special New York Express on Main Line. Through tickets and berths in sleeping coaches can be secured at Union Ticket office, 67 Monroe street and depot. J. W. McKENNEY, Gen'l Agent.

Detroit, Grand Haven & Milwaukee. GOING EAST. Arrives. Leaves. *Steamboat Express... 6:17 a m 6:25 a m *Through Mail... 10:10 a m 10:30 a m *Evening Express... 3:20 p m 3:35 p m *Limited Express... 6:27 p m 6:30 p m *Mixed, with coach... 10:30 a m 10:30 a m GOING WEST. *Morning Express... 1:05 p m 1:10 p m *Through Mail... 5:10 p m 5:15 p m *Steamboat Express... 10:40 p m 10:45 p m *Mixed... 7:10 a m 7:10 a m *Night Express... 5:10 a m 5:30 a m *Daily, Sundays except Sunday. Passengers taking the 6:25 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:00 a. m. the following morning. Parlor Cars on Mail Trains, both East and West. Train leaving at 10:45 p. m. will make connection with Milwaukee steamers daily except Sunday. The mail has a Parlor Car to Detroit. The Night Express has a through Wagner Car and local Sleeping Car Detroit to Grand Rapids. Limited Express No. 10, Detroit, Grand Haven & Milwaukee Railway, shown on their schedule as leaving Grand Haven daily at 5:30 p. m., Grand Rapids at 6:30 p. m., arriving at Detroit 11:45 p. m., will temporarily be run one hour later, thirty minutes later than shown in the schedule. This will make the leaving time from Grand Haven 7 p. m., Grand Rapids 8 p. m. Passengers for points east of Detroit will make connections at Durand 11:45 p. m. with Fast Limited Express on the Chicago & Grand Trunk Railway, making the same time to eastern points as heretofore. D. PORTER, City Pass. Agent. GEO. B. REEVE, Traffic Manager, Chicago.

Grand Rapids & Indiana. GOING NORTH. Arrives. Leaves. Cincinnati & G'd Rapids Ex... 8:45 p m 10:25 a m Cincinnati & Mackinac Ex... 7:00 a m 10:25 a m Ft. Wayne & Mackinac Ex... 3:55 p m 7:10 a m G'd Rapids & Cadillac Ac... 7:10 a m 7:10 a m GOING SOUTH. G. Rapids & Cincinnati Ex... 7:15 a m 6:00 p m Mackinac & Cincinnati Ex... 3:50 p m 6:00 p m Mackinac & Ft. Wayne Ex... 10:25 a m 11:45 p m Cadillac & G'd Rapids Ac... 7:40 p m 7:40 p m All trains daily except Sunday. SLEEPING CAR ARRANGEMENTS. North—Train leaving at 5:00 o'clock p. m. has Woodruff Sleeping Cars for Petoskey and Mackinac City. Train leaving at 10:25 a. m. has combined Sleeping and Chair Car for Traverse City. South—Train leaving at 4:35 p. m. has Woodruff Sleeping Car for Cincinnati. C. L. LOCKWOOD, Gen'l Pass. Agent.

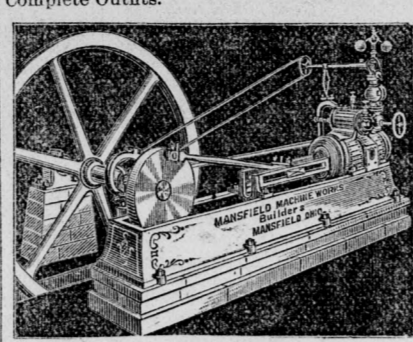
Detroit, Mackinac & Marquette. Trains connect with G. R. & I. trains for St. Ignace, Marquette and Lake Superior Points, leaving Grand Rapids at 11:30 a. m. and 11:30 p. m., arriving at Marquette at 1:45 p. m. Returning leave Marquette at 2:00 p. m., arriving at Grand Rapids at 6:30 a. m. and 5:45 p. m. Connection made at Marquette with the Marquette, Houghton and Ontonagon Railroad for the Iron, Gold and Silver and Copper Districts. F. MILLIGAN, Gen'l P't. & Pass. Agt., Marquette, Mich.

Goodrich Steamers. Leave Grand Haven Tuesday, Thursday and Sunday evenings, connecting with train on D. G. H. & M. Ry. Returning leave Chicago Monday, Wednesday and Friday evenings, at 7 o'clock, arriving at Grand Haven in time for morning train east.

Grand River Steamer. The Steamer Barrett leaves her dock for Grand Haven, Mondays, Wednesdays and Fridays, returning on alternate days.

Louise's CLIMAX-PLUG TOBACCO, RED TIN TAG. Illustration of a woman and a product box.

PORTABLE AND STATIONARY ENGINES



W. C. DENISON, 88, 90 and 92 South Division Street, GRAND RAPIDS, MICHIGAN.

G. ROYS & CO., No. 4 Pearl Street, Grand Rapids.

WHIPS AND LASHES. Send for new Price-List for Fall Trade. ORDERS PROMPTLY FILLED. Illustration of whips.

EDMUND B. DIKEMAN, THE GREAT WATCH MAKER, AND JEWELER, 44 CANAL STREET, GRAND RAPIDS, MICHIGAN.

FOX, MUSSELMAN & LOVERIDGE, Wholesale Grocers, AGENTS FOR KNIGHT OF LABOR PLUG, The Best and Most Attractive Goods on the Market. Send for Sample Butt. See Quotations in Price-Current. ANDREW WIERENGO, WHOLESALE GROCER, FULL LINE OF SHOW CASES KEPT IN STOCK. WIERENGO BLOCK, PINE STREET, MUSKOGON, MICH.

THE NEW CIGAR, WARREN'S SPECKLED HAVANA. They are a novelty in the Cigar line. Every one of them is naturally speckled. The greatest sellers ever put on the market. We solicit a trial order from every first-class dealer in the State. Fully guaranteed. FOR SALE BY Kemink, Jones & Co. GRAND RAPIDS, MICH.

JENNINGS & SMITH, PROPRIETORS OF THE Arctic Manufacturing Co., 20 Lyon St., Grand Rapids. ASK YOUR JOBBER FOR Jennings' Flavoring Extracts, AND Arctic Baking Powder.

VOIGT MILLING CO., Proprietors of CRESCENT FLOURING MILLS, Manufacturers of the Following Popular Brands of Flour: "CRESCENT," "WHITE ROSE," "MORNING GLORY," "ROYAL PATENT," and "ALL WHEAT," Flour.

READ! READ! READ! HAZELTINE, PERKINS & CO. have Sole Control of our Celebrated Pioneer Prepared Paint! The ONLY Paint sold on a GUARANTEE. Read it. When our Pioneer Prepared Paint is put on any building, and if within three years it should crack or peel off, and thus fail to give the full satisfaction guaranteed, we agree to repaint the building at our expense, with the best White Lead, or such other paint as the owner may select. Should any case of dissatisfaction occur, a notice from the dealer will command our prompt attention. T. H. NEVIN & CO. Send for sample cards and prices. Address: Hazeltine, Perkins & Co. GRAND RAPIDS, MICH.

VOIGT, HERFOLSHEIMER & CO., Importers and Jobbers of STAPLE AND FANCY Dry Goods! OVERALLS, PANTS, Etc., our own make. A complete Line of TOYS, FANCY CROCKERY, and FANCY WOODEN-WARE, our own importation, for holiday trade. Inspection solicited. Chicago and Detroit prices guaranteed.

VOIGT MILLING CO., Proprietors of CRESCENT FLOURING MILLS. Manufacturers of the Following Popular Brands of Flour: "CRESCENT," "WHITE ROSE," "MORNING GLORY," "ROYAL PATENT," and "ALL WHEAT," Flour. 14 and 16 Pearl Street, Grand Rapids, Mich.

RINDGE, BERTSCH & CO., MANUFACTURERS AND WHOLESALE DEALERS IN BOOTS AND SHOES. AGENTS FOR THE BOSTON RUBBER SHOE CO. We have a splendid line of goods for Fall trade and guarantee our prices on Rubbers. The demand for our own make of Women's, Misses' and Childs shoes is increasing. Send in your orders and they will be promptly attended to. 14 and 16 Pearl Street, Grand Rapids, Mich.

F. F. ADAMS & CO'S DARK AROMATIC Fine Cut Chewing Tobacco is the very best dark goods on the Market. Eaton & Christenson, Agts., Grand Rapids, Mich.

THE GRAND RAPIDS ROLLER MILLS MANUFACTURE A NEW IMPROVED PATENT ROLLER FLOUR. The Favorite Brands are "SNOW-FLAKE," AND "LILY WHITE PATENT," AND FANCY PATENT "ROLLER CHAMPION." Prices are low. Extra quality guaranteed. Write for quotations. VALLEY CITY MILLING CO., EAST END BRIDGE ST. BRIDGE, GRAND RAPIDS, MICH.

CLARK, JEWELL & CO., WHOLESALE Groceries and Provisions, 83, 85 and 87 PEARL STREET and 114, 116, 118 and 120 OTTAWA STREET, GRAND RAPIDS, MICHIGAN.

O. W. BLAIN & CO., Produce Commission Merchants, DEALERS IN Foreign and Domestic Fruits, Southern Vegetables, Etc. We handle on Commission BERRIES, Etc. All orders filled at lowest market price. Correspondence solicited. APPLES AND POTATOES in car lots Specialties. NO. 9 IONIA ST. H. FALLS, Wholesale & Commission—Butter & Eggs a Specialty. Choice Butter always on hand. All Orders receive Prompt and Careful Attention. CORRESPONDENCE SOLICITED. No. 1 Egg Crates for Sale. Stevens' No. 1 patent fillers used. 50 cents each. 97 and 99 Canal Street, Grand Rapids, Michigan

CHOICE BUTTER A SPECIALTY! CALIFORNIA AND OTHER FOREIGN AND DOMESTIC FRUITS AND VEGETABLES. Careful Attention Paid to Filling Orders. M. C. RUSSELL, 48 Ottawa 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.

HESTER & FOX, MANUFACTURERS AGENTS FOR ATLAS ENGINE WORKS INDIANAPOLIS, IND., U. S. A. MANUFACTURERS OF STEAM ENGINES & BOILERS. Carry Engines and Boilers in Stock for immediate delivery. SAW AND CRIST MILL MACHINERY, 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. 130 OAKES STREET, GRAND RAPIDS, MICH.

WM. SEARS & CO. Cracker Manufacturers, Agents for AMBOY CHEESE, 37, 39 & 41 Kent Street, Grand Rapids, Michigan.

Groceries.

Debtor and Creditor. Who dogeth us, and corners turneth spray- If, catching him, as 'twere, upon the fly, Whotelleth us a most egregious lie? Ye Debtor!

Who followeth from pillar unto post, And maketh it redhot for us—a roast— Till we "come down," or else "give up the ghost?" Ye creditor!

Commissioner of Agriculture Coleman on the Subject of Adulterations.

At a recent meeting of agricultural chemists in Washington, Mr. Coleman, Commissioner of Agriculture, delivered an address on the subject of foot adulterations. He thought the Association should fix standards of purity for the different kinds of food and establish methods for the detection of adulteration.

The cranberry receives its name from a fancied resemblance in its vines and leaves to the neck, body and legs of a crane and was originally called craneberry.

It is found in its wild state in the marshes and low lands of our Northern States and Canada. It is also found in the same latitude on the Eastern Continent, but the berry is inferior to that of this country.

The Pacific Coast Sugar Markets—Spreckel's Control Disputed. Leading men in the sugar trade express doubts regarding the reports that the reign of Claus Spreckels over the Pacific coast sugar markets will come to a close in consequence of the reorganization of the American Sugar Refinery.

Clean Butter. Henry Ward Beecher, while editor of an agricultural journal, wrote the following protest against unclean butter: The comparative degrees of butter are horrible, bad, tolerable. We seldom see any butter in the markets which merits a higher term.

The Cultivation of the Cranberry. The Detroit News recently gave some information regarding the cultivation of the cranberry. This popular fruit is comparatively recent as an article of trade, having been first successfully cultivated by a Massachusetts farmer in 1820.

It is found in its wild state in the marshes and low lands of our Northern States and Canada. It is also found in the same latitude on the Eastern Continent, but the berry is inferior to that of this country.

The Grocery Market. Business and collections are all that could be desired. Sugars are on a veritable boom, the prophesy relative to granulated selling for 7c in New York having been fulfilled.

ELASTIC STARCH. Latest Improved. TO THE TRADE. This starch deserves the attention of every Grocer who aims to keep first-class goods to please their customers.

Clark, Jewell & Co. Special notice to the trade—J. C. Hubinger & Bros. are the inventors and originators of the Elastic Starch, and they didn't have to borrow or steal the name and fame of their neighbors in order to sell this starch.

LUMBER, LATH AND SHINGLES. The Newyork Manufacturing Co. quote f. o. b. cars as follows: Uppers, 1 inch. 40 00; Uppers, 1 1/2 inch. 45 00; Selects, 1 inch. 35 00; Selects, 1 1/2 inch. 40 00; Fine Common, 1 inch. 30 00; Fine Common, 1 1/2 inch. 35 00; Fine Common, 1 3/4 inch. 40 00; No. 1 Stocks, 12 in., 14 and 16 feet. 15 00; No. 1 Stocks, 12 in., 18 feet. 16 00; No. 1 Stocks, 12 in., 20 feet. 17 00; No. 1 Stocks, 12 in., 22 feet. 18 00; No. 1 Stocks, 10 in., 12, 14 and 16 feet. 15 00; No. 1 Stocks, 10 in., 18 feet. 16 00; No. 1 Stocks, 10 in., 20 feet. 17 00; No. 1 Stocks, 10 in., 22 feet. 18 00; No. 2 Stocks, 12 in., 14 and 16 feet. 12 00; No. 2 Stocks, 12 in., 18 feet. 13 00; No. 2 Stocks, 12 in., 20 feet. 14 00; No. 2 Stocks, 12 in., 22 feet. 15 00; No. 2 Stocks, 10 in., 12, 14 and 16 feet. 12 00; No. 2 Stocks, 10 in., 18 feet. 13 00; No. 2 Stocks, 10 in., 20 feet. 14 00; No. 2 Stocks, 10 in., 22 feet. 15 00; No. 2 Stocks, 8 in., 12, 14 and 16 feet. 12 00; No. 2 Stocks, 8 in., 18 feet. 13 00; No. 2 Stocks, 8 in., 20 feet. 14 00; No. 2 Stocks, 8 in., 22 feet. 15 00; Coarse Common or shipping culls, all widths and lengths. 8 00; A and B Strips, 4 or 6 in. 27 00; C Strips, 4 or 6 in. 27 00; No. 1 Fencing, all lengths. 15 00; No. 1 Fencing, 12, 14 and 16 feet. 12 00; No. 2 Fencing, 12, 14 and 16 feet. 12 00; No. 1 Fencing, 4 inch. 15 00; No. 2 Fencing, 4 inch. 12 00; No. 1 Fencing, 4 inch, 4 or 6 inch. 12 00; No. 2 Fencing, 4 inch, 4 or 6 inch. 12 00; Bevel Siding, 6 inch, C. 14 50; Bevel Siding, 6 inch, No. 1 Common. 9 00; Bevel Siding, 6 inch, Clear. 20 00; Piece Siding, 6 inch, 12 to 16 ft. \$1 additional for each 2 feet above 16 ft.; Dressed Flooring, 6 in., A. B. 36 00; Dressed Flooring, 6 in., C. 29 00; Dressed Flooring, 4 or 5 in., No. 1 common. 17 00; Dressed Flooring, 4 or 5 in., No. 2 com'n. 14 00; Dressed Ceiling, 4 inch, \$1.00 additional; Dressed Flooring, 4 in., A. B. and Clear. 35 00; Dressed Flooring, 4 in., C. 29 00; Dressed Flooring, 4 or 5 in., No. 1 com'n. 16 00; Dressed Flooring, 4 or 5 in., No. 2 com'n. 14 00; Dressed Ceiling, 4 inch, \$1.00 additional; XXX 18 in. Standard Shingles. 3 10; XXX 18 in. Thin. 3 00; XXX 16 in. Thin. 2 75; No. 2 or 6 in. C. B. 18 in. Shingles. 1 75; No. 2 or 5 in. C. B. 16 in. 1 40; Lath 1 75 @ 2 00.

WOODENWARE. Standard Tubs, No. 1. 8 00; Standard Tubs, No. 2. 7 00; Standard Tubs, No. 3. 6 00; Standard Pails, two hoop. 1 00; Standard Pails, three hoop. 1 25; Dowell Pails. 1 00; Dowell Tubs, No. 1. 8 75; Dowell Tubs, No. 2. 7 75; Dowell Tubs, No. 3. 6 75; Maple Rows, assorted sizes. 4 00; Butter Ladders. 1 25; Rolling Pins. 1 00; Potato Mashers. 75; Clothes Wringers. 2 75; Clothes Pins. 65; Mop Stocks. 1 25; Washboards, single. 1 75; Washboards, double. 2 25.

HARDWOOD LUMBER. The furniture factories here pay as follows for dry stock: Basswood, log-run. @13 00; Birch, log-run. 16 00 @ 20 00; Birch, Nos. 1 and 2. @25 00; Black Ash, log-run. @14 00; Cherry, log-run. 25 00 @ 35 00; Cherry, Nos. 1 and 2. @55 00; Cherry, cull. 10 00 @ 12 00; Maple, log-run. 13 00 @ 15 00; Maple, soft, log-run. 11 00 @ 14 00; Maple, Nos. 1 and 2. @16 00; Maple, clear, flooring. @25 00; Maple, white, selected. @25 00; Maple, soft, selected. @15 00; Red Oak, Nos. 1 and 2. @20 00; Red Oak, No. 1, step plank. @25 00; Walnut, log-run. @55 00; Walnut, Nos. 1 and 2. @75 00; Walnut, culls. @45 00; Water Elm, log-run. @11 00; White Ash, log-run. 14 00 @ 16 00; Whitewood, log-run. @25 00.

FRESH MEATS. John Mohrhard quotes the trade selling prices as follows: Fresh Beef, sides. 6 @ 7; Fresh Beef, hind quarters. 7 @ 8; Dressed Hogs. 6 @ 8 1/2; Mutton, carcasses. 4 @ 5 1/2; Veal. 8 @ 9; Pork Sausage. 7 1/2 @ 8; Bologna. 8 @ 9; Fowls. 11 @ 12; Spring Chickens. @16.

ELASTIC STARCH. Latest Improved. TO THE TRADE. This starch deserves the attention of every Grocer who aims to keep first-class goods to please their customers. It is sold to you on its own merits; warranted as represented, or we will cheerfully refund you your money, providing directions are complied with. This starch is made entirely different from all other starch, and is the only starch in the United States that is put up by men who have a practical experience in the laundry business. How to laundry linen has been kept a secret long enough, what can and should be done in every family. By using this starch your shirts, cuffs and collars will be just as stiff and nice, with that beautiful polish as when first bought new. A few other advantages this starch possesses over all other starch is: It requires no cooking. Keeps the Iron from sticking, and linen from blistering while ironing. One package is warranted to go as far as a pound and a half of any other starch made. The manufacturer offers one hundred dollars in gold if this starch proves injurious to the finest linen. We keep the Elastic Starch in stock. Can we send you a trial box with your next order? It will please your customers. Fancy advertising streamers go with every case. See quotations. Trade supplied by Clark, Jewell & Co.

WHOLESALE PRICE CURRENT. These prices are for cash buyers, who pay promptly and buy in full packages. Advanced—Sugars; herring. Declined—Common salt. AXLE GREASE. Shop, 1 inch. 2 80 Paragon 2 50 Paragon 2 50 par. 1 20. BAKING POWDER. Arctic 1/2 lb cans. 45 Arctic 1 lb cans. 2 40 Arctic 1/2 lb cans. 5 Arctic 1 lb cans. 12 00 Arctic 1/2 lb cans. 1 40. BLEUNG. Dry, No. 2. doz. 25; Dry, No. 3. doz. 45; Liquid, 4 oz. doz. 35; Arctic 4 oz. doz. 35; Arctic 4 oz. doz. gross 40; Arctic 8 oz. doz. 8 00; Arctic 16 oz. doz. 12 00; Arctic 8 oz. pepper box. 3 00; Arctic No. 3. 4 50; Arctic No. 3. 3 00.

CANNED FRUITS. Apples, 3 lb standards. 90; Apples, gallons, standards. 2 40; Blackberries, standards. 1 05; Raspberries, red standard. 1 00; Damsons, 1 lb standards. 1 40; Egg Plums, standards. 1 40; Green Gages, standards 2 lb. 1 40; Peaches, Extra Yellow. 1 25 @ 1 45; Peaches, standards. 1 50; Peaches, seconds. 1 50; Pineapples, Erie. 2 20; Pineapples, standards. 1 70; Raspberries, black, Hamburg. 1 70.

CANNED VEGETABLES. Asparagus, Oyster Bay. 3 25; Beans, Lima, standard. 2 50; Beans, Stringless, Erie. 95; Beans, Lewis' Boston Baked. 1 60; Corp. Trophy. 1 05; Peas, French. 1 05; Peas, Marofat, standard. 1 70; Peas, Beaver. 90; Peas, early small, sifted. 1 80; Pumpkin, 3 lb. Golden. 55 @ 65; Succotash, standard. 1 10; Tomatoes, Trophy. 1 00.

FRUITS. Cherries, dried, pitted. @16; Citron. 28 @ 35; Currants. 12 @ 15; Peaches, dried. 4 @ 5; Prunes, Turkey, new. 4 @ 5; Raisins, Ondaras. @13; Raisins, Sultanas. 7 1/2 @ 8 1/2; Raisins, Loose Muscat. @12; Raisins, London Layers. @10; Water White. 10 1/2 @ Legal Test. 8 1/2.

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Catsup, Tomato, quarts. @1 35; Catsup, Fish, 1/2 pints. @1 40; Horseradish, pints. @1 30; Halford Sauce, pints. @3 50; Halford Sauce, 1/2 pints. @2 20; Detroit Soap Co.'s Queen Anne. @4 00; Monday. @3 35; Ground. Whole. @1 60; Allspice. 12 @ 15; Allspice. @10; Cinnamon. 12 @ 30; Cassia. @10; Cloves. 12 @ 25; Nutmegs. @15; Mustard. 15 @ 30; Cayenne. 25 @ 35; Kingsford's, 1 lb pkgs., pure. @7 00; Kingsford's, 3 lb pkgs., pure. @15 00; Kingsford's, 1 lb pkgs., Silver Gloss. @6 50; Kingsford's, 3 lb pkgs., Silver Gloss. @12 00; Kingsford's, 1 lb pkgs., Corn Starch. @6 50; Kingsford's, 3 lb pkgs., Corn Starch. @12 00; Cut Leaf. @7 75; Mottos. @15; Cream Bar. 11 @ 12; Molasses Bar. 13 @ 14; Caramels. 18 @ 20; Hand Made Creams. 20; Plain Creams. 12 @ 13; Decorated Creams. 17; String Rock. 14 @ 15; Burnt Almonds. 22; Wintergreen Berries. 15.

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CANDY, FRUITS AND NUTS. Putnam & Brooks quote as follows: STICK. Royal, 25 lb boxes. 25 @ 30; Straight, do. 25 @ 30; Cut Leaf, do. 10 1/2 @ 11; Royal, 25 lb pails. 9 @ 14; Royal, 300 lb bbls. 9 @ 14; Extra, 25 lb pails. 10 @ 14; Extra, 300 lb bbls. 9 @ 14; Cream Cream, 25 lb pails. 12 @ 15; Cut Leaf, 25 lb cases. 12 @ 15; Broken, 25 lb pails. 10 @ 14; Broken, 300 lb bbls. 9 @ 14; Lemon Drops. FANCY—IN 5 lb BOXES. 12 @ 13; Sour Drops. 13 @ 14; Peppermint Drops. 14 @ 15; Chocolate Drops. 15; H M Chocolate Drops. 15; Gum Drops. 15; Licorice Drops. 15; A B Licorice Drops. 12; Lozenges, plain. 15; Lozenges, printed. 15; Imperials. 15; Mottos. 15; Cream Bar. 11 @ 12; Molasses Bar. 13 @ 14; Caramels. 18 @ 20; Hand Made Creams. 20; Plain Creams. 12 @ 13; Decorated Creams. 17; String Rock. 14 @ 15; Burnt Almonds. 22; Wintergreen Berries. 15.

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The Michigan Tradesman.

P. L.

Somers Bradley stepped into the large dry goods store of Smith & Gruitz to match worsted.

He was a young man blessed (he didn't call it blessed) with an endless lot of feminine cousins. He was always being sent to match something and he felt that the fates were against him.

It may here be well to remark that his relatives were all on the shady side of 30 and undeniably plain. Somers himself was a tall, slender fellow of 25, of the blonde type and an athlete. He had broken two fingers playing base-ball; otherwise his hands were perfect.

His heart was in the right place, by which I mean that it was large, and had not yet been captured. His idea of feminine perfection was a dark and brilliant brunette.

He had never met his her. He sauntered leisurely along, of course, not having the least idea where the worsted counter was (for in spite of his "confounded experience" he invariably forgot), but having plenty of time and being ashamed to ask, he determined to walk until he saw it.

He glanced up and a staring handkerchief sign caught his eye. He remembered he needed some new ones and quickened his walk toward it.

Standing a counter away, examining some fancy lace mouchoirs, stood the "she."

She was what Bradley mentally remarked "splendidly regal."

A woman would have called her dress loud, but the masculine mind designated it as "stunning."

Her eyes were gloriously black and languishing; rather too languishing as she saw the handsome young fellow staring at her with admiration. Her figure was fine and her dress glove-fitting.

Somers was not particularly in the habit of buying Duchesse handkerchiefs, but he suddenly remembered that "Louise was a good old girl" (Louise was the oldest and homeliest of the cousins), and certainly a glance from those glorious orbs was well worth the price of the bit of lace.

He was not poor and always flirted liberally.

He walked up to the counter near her and was glaring about, wondering "what in thunder he should say," when, ah, cruel fate! the divinity calmly sauntered away.

As she turned the corner her visite swept to the floor a handkerchief.

"Her own," thought the benighted youth, and, fortunately, having sense enough left to glance round to observe if any one was looking and seeing no one was, he stooped and picked it up.

On one corner, in faint letters, were the initials "P. L."

"By Jove," muttered he, "I'm in luck. I'll lay ten to one it's that bewitching niece of Mrs. Emery's. That Pauline Lombard. Cad said she had stunning eyes."

Cad was his sister, and had remarked that Miss Lombard's eyes were perfectly elegant.

In an instant, still with his find in his hand, he had formed this supremely delightful vision:

Some pleasant afternoon when calling on Mrs. Emery, the radiant vision which a moment ago stood at his side would glide into the room and be introduced. Then some evening, at one of her aunt's delightful theater parties, the beautiful Pauline's head would be near his own, while she was running down the prima donna's beauty, and he might contrive to slip a note into her bouquet, which of course he would be holding.

And then a dimly lit conservatory, the scent of heliotrope and those eyes would do the business, and at last the wandering Somers would reach the state of being "settled," so ardently longed for by his fond relations.

All this (the thought of her possible refusal never enter his head) and a thousand details hovered around the brain of the smitten youth.

He walked along regarding the bit of cambric in his hand with a smile of tenderness, not to say idioey.

One of the clerks, regarding him, remarked to his neighbor in a scornful whisper: "Cracked, slightly."

Bradley heard the whisper, roused himself, and darted a look of the most disgusted and crushing quality at his scoffer, when a panting noise and the clicking of those "wretched heel-plates which he did wish shop girls wouldn't wear," and the girl who had waited on the "daughter of the gods" exclaimed, in frightened accents:

"Oh, if you please, sir, No. 5 said you picked up one of the unsorted handkerchiefs, and was carrying it away. I wasn't noticing—"

And, seeing the puzzled look on his face, she inwardly echoed the uncrushable clerk's verdict.

"Well, well!" ejaculated the astonished young man. "I thought it belonged to the lady standing there, her initials are on it; the one with black eyes, you know. I— I—I was about to take it to her."

He had chosen a singularly slow pace by which to accomplish his errand of mercy; but he didn't think of that. The shop-girl did.

He handed the innocent cause of all this trouble to the girl, who glanced at the "initials" and smiled; in fact, she smiled a great deal.

"Oh, sir, the P. L. stands for 'pure linen.' It belonged to the unsorted pile. The lady was Mrs. Flarrety, the brewer's wife, I— But the remainder of her explanation was

lost on the unfortunate Bradley, who becoming angrily aware of the staring and tittering clerks, hastily decamped, leaving behind him the general impression that he was either a kleptomaniac or a trifle loony.

For months he avoided the store of Smith & Gruitz as if it were an unpaid tailor, and when he finally did return he acquired a knack of dodging in a side door and making straight for the worsted counter, hurrying through his purchases, and shooting out again.

His Cousin Louise (who, by the way, never got that lace handkerchief) remarks that Som doesn't "harmonize" the shades nearly as well as he used to.

He flattered himself that the story had not got round the store, until one day the pretty salesgirl snatched her handkerchief from the counter, where it was lying near his hand, and looked at him roguishly with a pair of brown eyes.

Since then the worsted counter has lost a fairly liberal patron.

That look was the last straw.

A Decision of Interest.
The following Supreme Court decision will be of interest to many cities and towns in the habit of licensing every catch-penny show and swindling scheme that comes along. It is as follows:

No town or city has a right to give a man a license or permit to sell any wares or merchandise on the side walk or on the street in front of the property of another person. The street in front of a man's place of business is held to be an appurtenance to the lot upon which his store is erected and situated, and belongs to him and his business as against all others, except only the right to travel thereon.

The Michigan State Department is anxious to have all dealers forward to Lansing on the first of each month a report of the quantity of wheat purchased by them, so that it can form an accurate estimate of the wheat remaining in farmers hands for the monthly official report. The Department pays all postage, supplies blanks, and furnishes reports to all who comply with the request.



C. S. YALE & BRO.,

Manufacturers of—

FLAVORING EXTRACTS!

BAKING POWDERS,

BLUINGS, ETC.,

40 and 42 South Division, St.

GRAND RAPIDS, MICHIGAN



JUDD & CO.,

JOBBERS OF SADDLERY HARDWARE

And Full Line Summer Goods.

102 CANAL STREET.

THE PERKINS WIND MILL.



BUY THE Best and Save Money

It has been in constant use for 15 years, with a record equalled by none. WARRANTED NOT to blow down unless the tower goes with it or against any wind that does not disable substantial farm buildings; to be perfect; to outlast and do better work than any other mill made.

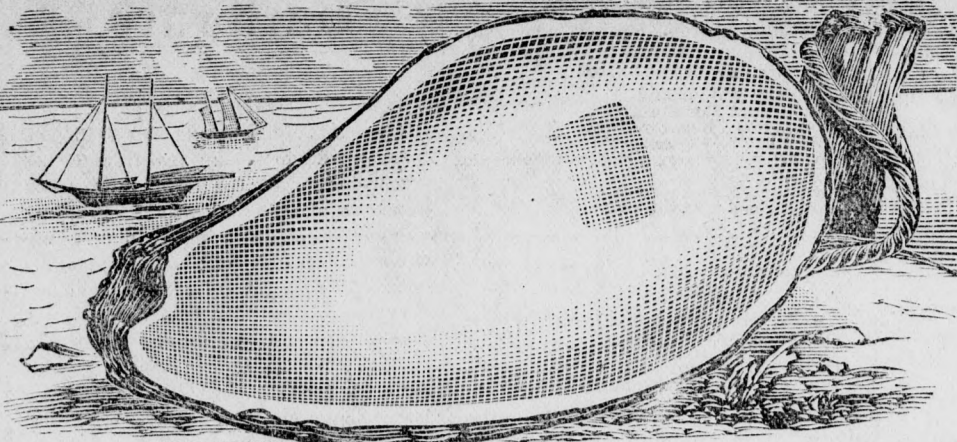
Agents wanted. Address Perkins Wind Mill & Ax Co., Mishawaka, Ind. Mention Tradesman.



FOR SALE BY

E. G. Studley & Co.,

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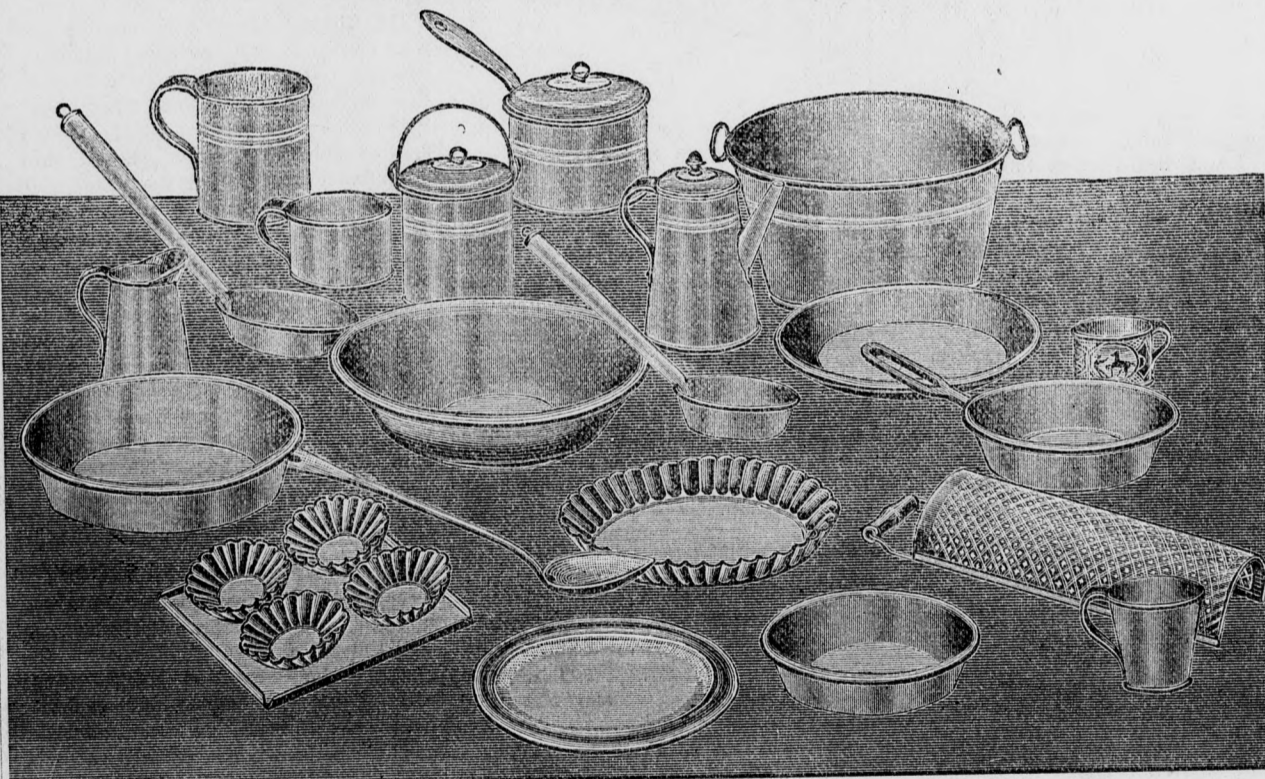


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| 24 1-quart Covered Saucepans. | 24 9 1/2 inch Stamped Wash Bowls. | 14 1-pint Stamped Dippers. |
| 36 10-inch deep Pie Plates. | 24 1-quart High Buckets. | 24 4-cup Muffin Pans on Sheet. |
| 12 1-quart Stamped Dippers. | 24 3-pint Stamped Stew Pans. | 54 9-inch Dinner Plates. |
| 6 8-quart Dish Pans. | 24 1-quart Cups. | 12 1/2-pint Patent Decorated Cups. |
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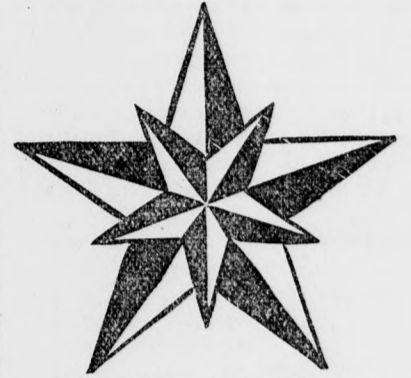
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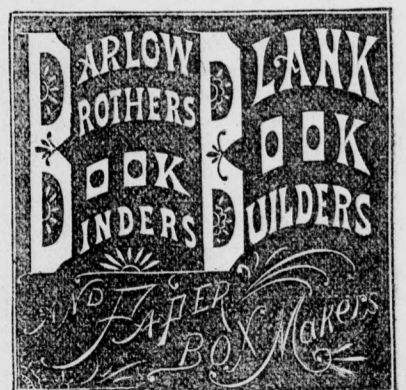
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