

# The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, SEPTEMBER 29, 1886.

NO. 158.

## FOX & BRADFORD,

Agents for a full line of

## S. W. Venable & Co.'s

PETERSBURG, VA.

## PLUG TOBACCOS,

NIMROD,

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BLUE RETER,

SPREAD EAGLE,

BIG FIVE CENTER.

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DEALERS IN

## AWNINGS AND TENTS

Horse and Wagon Covers,

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Flags & Banners made to order.

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1 butt.	3 butts.
SPRING CHICKEN .38	.36
MOXIE .35	.33
ECLIPSE .30	.30

Above brands for sale only by

## OLNEY, SHIELDS & Co.

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WE DO ONLY FIRST-CLASS WORK AND USE NO

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Orders by Mail and Express promptly at-

tended to.

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## G. ROYS & CO.,

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Get spot cash prices and have the profits. Orders by

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We carry a full line of

Seeds of every variety,

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Parties in want should

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We pay the highest price for it. Address

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## NEW ENTERPRISES

JUST STARTING

Will find everything they want

IN

## OFFICE SUPPLIES,

AT

RIGHT PRICES

AT

## Geo. A. Hall & Co.

STATIONERS,

29 MONROE ST., - GRAND RAPIDS.

## PLUG TOBACCO.

## TURKEY .39

Big 5 Cents, .35

Dainty { A fine revolver, .42

with each butt.

All above brands for sale only by

## BULKLEY, LEMON & HOOPS

WHOLESALE GROCERS,

GRAND RAPIDS, MICH.

The true remedy has at last been discovered.

It is Golden Seal Bitters. It is to be found at

your drug store. It makes wonderful cures.

Use it now. It will cure you. It is the

secret of health.

## UNITED WE STAND.

### First Convention of the Michigan Business Men's Association.

#### MORNING SESSION.

The first annual convention of the Michigan Business Men's Association convened at the rooms of the Retail Grocers' Association of Grand Rapids, Tuesday, September 21, at 10 o'clock in the forenoon. The convention was called to order by President Herrick, of the Retail Grocers' Association, who stated that Frank Hamilton, President of the Traverse City Business Men's Association, had been selected to preside at the first session of the convention and requested that gentlemen to come forward and take the chair. In response to such request, Mr. Hamilton mounted the rostrum and requested President Herrick, Mayor Dikeman and Rev. A. R. Merriam to take seats beside him. On motion of Paul P. Morgan, E. A. Stowe was elected Secretary pro tem., after which Rev. Mr. Merriam invoked the divine blessing, as follows:

Oh, Lord, we thank Thee for the privilege of being in this world to advance the material and moral interests of those to whom thought is given. We thank Thee, oh Lord, for this day in which we live. We thank Thee for the signs of progress and for every joy, which may bring greater facilities which make life bearable, and we pray that Thou wilt bless these servants for the purpose for which they are assembled, in the interests of business and to do all they can through their organization to make business honorable and to make us show all that is best and truest in our lives. We pray Thee that the means which they employ to bring in these better conditions and purposes may be granted and we ask that Thou wilt help them, that they may fill the place that God has chosen for them, by following that which brings in what is good, true and pure. And now bless the deliberations of this body, and may they, in their efforts to do what is right, succeed. Hear us, oh Lord, in the name of Him of the Cross, Who came to uplift the fallen and make all men his servants. Amen.

Mayor Dikeman welcomed the delegates to the city in the following terms:

Mr. Chairman and Business Men of Michigan: It is with pleasure that I welcome you, and in giving you the absolute freedom of the city, it gives me great pleasure. I am not a speech maker, but I assure you it is a pleasure to meet business men who are alive to the interests of trade. I believe, when I was a little boy, that it would take more time to measure out a gallon of molasses than it will now to measure it out and deliver it at your door in any part of the city. Not being much of a public speaker, I will have to ask your indulgence in this very short and brief speech. As you are in the habit of selling goods at a very close margin, you have to be economical, so economy in speech will be appreciated. With success to your convention and a pleasant time to you all, I bid you good morning.

N. B. Blain, President of the Lowell Business Men's Association, responded to the Mayor's welcome in behalf of the convention, as follows:

Mr. Chairman and Gentlemen of the Convention:

It is with pleasure that I meet you here this morning, and still it is somewhat of a surprise that I am called upon at this time to address you. I suppose, however, that it is due to the committee on programme that I do the best I can, for the reason that the committee is entirely unacquainted with most of those present. I hope that the interests of this convention will be better conducted than your committee has done in this case. It is very seldom that I am called upon to address a convention of this or any other kind, and speech making is entirely foreign to me, so I will ask to be excused.

Chairman Hamilton then made the following address, which was interrupted with frequent applause:

Gentlemen of the Convention: It seems to be in order that thus far excuses are made because of the inability of the speakers to do their work. And, gentlemen, I might apply the same reason. I am not a speech maker. I feel a good deal as the man did who applied for the position of captain of a lake steamer. On being asked if he had ever sailed any, he replied, "No, but he had stood on the dock a good deal." And that is my position. I have stood on the dock a good deal.

Now, gentlemen, before we go any further, I want to thank you and to say to you that I esteem it an honor to be thus associated with the business men of Michigan. I feel that this meeting is a meeting which means much for us as merchants and as business men together. I feel, gentlemen, that this meeting and this work which is before us, will be the work that is for our good and for the good of all men connected with the trade and those not directly interested in it. Gentlemen, another thing before us to-day is something which should interest all the business men of Michigan, and I hope will be in the interests of all, and that is harmony and good will, better ability and better character in the trade. Gentlemen, it seems to me that organization is the order of the day. It is only two years ago that the first association was organized in this State. I was, I am happy to say, present at the organization of the first association formed in Michigan. Our association includes not only merchants but manufacturers, blacksmiths and other traders. We make no difference so long as our members are trades-people. We have found it to be for the interest of business men to throw the doors wide open, and thus far our plan has worked very satisfactorily. To-day we have no desire to change our course in the Association. Since we joined hands at

Traverse City, other organizations have been formed under the head of business men's association, protective unions and some under the head of grocers' associations. This work has been done in the last year and a half, and to-day there are over forty organizations in our State. It has been the plan, as assembled here to-day, to organize and call these associations together whenever the number exceeded twenty-five. To-day we have forty associations and the number is rapidly growing. So it seems to me, gentlemen, that this organization is destined to build up a feature of business work that is not otherwise encouraged.

I do not believe this should be a protective association only, nor a merchants' union only, but a Business Men's Association, and I hope that we shall not only consider the matter of exterminating the so-called dead-beat, but that the matter of curtailing this list will receive your attention, and also the credit system. The credit system has carried many thousands of men to an early grave. [Applause.] It involves a great many little strifes, which to the average man are very unpleasant and from it there seems to have grown a bitter feeling between business men. I believe that the results of all these associations are good. I believe the grocer ought to have an association as much the manufacturer, just as much as the furniture maker. We ought to come together and see that these merchants are our brothers. We ought to cultivate this friendly spirit, this spirit of goodwill, this spirit of trust and confidence; and, gentlemen, I hope there may be further gatherings of this Association, like the one seen here to-day, and a great many of the abuses of trade corrected.

One abuse which exists among the merchants of to-day is this system of long hours from 6 or 7 o'clock in the morning until 9 or 10 at night. Gentlemen, I feel that if there are any class of people who need shorter hours it is the merchant. Not being a grocer I am unable to study these things from a grocer's standpoint. I will leave that matter for some of the gentlemen present who understand it better.

Gentlemen, I hope that this convention will sanction many matters that it sees fit to do in regard to any reform or any way whereby the trade can be elevated.

Gentlemen, I feel that we have come together for business—and not only for business, but to learn how to secure the betterment of the members. I feel, gentlemen, that we want to feel that a business man, whatever his position, whatever his occupation, be he manufacturer, be he tradesman, or be he retailer, has a certain interest in common and that we can unite for good to us all. With these few remarks, I leave the meeting open for your consideration. [Applause.]

The following letter of regret was read by the Secretary:

ALBANY, N. Y., Sept. 16, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR:—The kind invitation to be present at your first annual convention was received this morning, and in reply must say that the brief interval between this and the date of your meeting, forbids the possibility of my attendance.

You will permit me and the associations of the State which I represent, to greet you all as friends, pledging you our sympathies and strong support in any manner tending to elevate and dignify the tradesman and the business. You will also permit me to congratulate you on the progressive spirit that has characterized the rapid organization of your State. All honor to you—the first to effect a State Association, and also to assure you that the retailers of New York State will always be found prompt and willing to sustain, assist and work with you.

Again expressing my most sincere regrets that I could not be with you on an occasion of so much importance as the organization of the first State in the Union, and thanking you in behalf of the Central Mercantile Association, as well as for myself, for the kind invitation, I shall remain, with my best wishes and confident belief in your entire success, fraternally and sincerely yours,

W. H. COTTELL, Pres. Mercantile Association of Central New York.

A census of the delegates was then taken, resulting in the following responses under the places indicated:

Big Rapids—N. H. Beebe, W. H. Walker, Cadillac—H. A. Crawford, L. D. Champion, F. C. Lentz.

Evart—Frank Hibbard.

Grand Rapids—President Herrick and delegates from Retail Grocers' Association.

Greenville—A. Massie, I. L. VanWormer and C. J. Clark.

Hart—W. E. Thorp.

Ironia—W. E. Kelsey, Fred Cutler, Jr.

Kalamazoo—Julius Schuster, M. S. Scoville, W. T. Friend and A. Van Hoe.

Kingsley—C. H. Camp, Jas. Broderick and Geo. W. Chaufy.

Lakeview—M. D. Hunter.

Lowell—N. B. Blain.

Monroe—J. McKelvey.

Monroe—Paul P. Morgan.

Muskegon—Wm. Peer.

Nashville—H. M. Lee, Walter Webster.

Orange—W. H. Chilson.

Pierson—C. E. Coburn.

Sturgis—Henry S. Church, Jas. Ryan, Wm. Joran, H. M. Milliken, W. T. Flowers.

Saranac—H. T. Johnson, Geo. A. Potts.

Sparta—J. R. Harrison.

Spring Grove—S. M. Leisure, J. L. Ramsey.

Shelby—C. H. Tullar.

Traverse City—Frank Hamilton, Smith Barnes, T. W. Bentley, S. E. Wait, C. E. Lockwood.

Wayland—D. W. Shattuck, W. H. Bartholomew.

Whitehall—Geo. J. Moog, H. A. Spink.

Volunteer responses were then called for, regarding the status of the local associations, when President Kelsey spoke for the Ionia Business Men's Association, as follows:

We have been quite successful in our organization. We made mistakes in the outset, as any society is apt to do. We found some men in the professions who were anxious to join our society, including doctors and lawyers, and at present we have nearly one hundred members. The mistake which I refer to was this: One of our merchants sent in the names of a good many persons

without giving them a hearing and in that way they turned against the Association. I have the pleasure to know that as an Association we have some influence. We went to Detroit to try and get lower rates on the railroads; and I am happy to say we got them, which concession puts us on a basis to get our goods as cheap as any other town in the State.

President Herrick responded for the Grand Rapids Retail Grocers' Association, as follows:

It does me pleasure to meet you, not only as grocers, but as business men. The work in our local Association has done us much good. I think that there are points for our tradesmen which are of vital importance. Some of these objects have been accomplished. We have effected early closing, and concert of action by our business men in regard to the dead-beats has helped us immensely. There are other abuses which ought to be done away with, one of which is the late closing system. I have wanted to close my store early and now close at 6:30. I am very glad that these organizations are being effected. I believe that many abuses may be remedied through organization. We have been at words points with our neighbor, as you might say, to see if we could do something unhandled, so that we might get a little the best of him. But I am not doing business in that way. I hope I am not striving to hurt my neighbor. I hope that this meeting may arrange plans and ways that will elevate present business methods, and make the whole trade honest. The grocery trade, of all branches of business, ought to be a just business. I hope that this meeting may form a State organization whereby the retail trade will be elevated, and all of us made to feel that we have done some good and that we have received some good through this meeting. [Applause.]

H. A. Crawford, of Cadillac, said: "We have no association. I think it would be desirable."

Alex. Massie, of Greenville, said: "We have no association there. We were sent as delegates and came to listen and learn and to find out what we can about association work."

M. S. Scoville, of Kalamazoo, spoke for the Retail Grocers' Association of that place as follows:

I am very glad of meeting so many here and glad to know that the associations are so prosperous. Our Association has been formed but a short time. We have had several well attended meetings and have tried to do away with this trouble existing in this credit system. We have got out a dead-beat list and we have worked pretty hard to overcome the evil, and we think we have got the upper hand of it. We have a great deal of trouble with the peddlars. They go around to the houses and sell all they can and then come and want to sell the rest to the grocermen, when it was not safe to buy anything now. We have had that all changed now. Our Association numbers fifty-six and is still on the increase. We have a number of names that will be handed in to the next meeting for membership. Our president is the Mayor of the city and that is one reason, I believe, why we have gained our point. Our Association is not as well informed on some subjects as others. We are corresponding with other associations and our business here to-day is to get all the information we can for the progress of our Association. Our Association wishes to extend thanks to Mr. Stowe for coming down and starting us as an association. I am not prepared to say much on the subject, therefore I will leave the floor for some one who is better posted than I am.

C. H. Camp spoke for the Kingsley Association: "I did not come here prepared to make a speech. We are young yet and have not yet received much benefit."

N. B. Blain responded for the Lowell Association:

I spent about four years in Chicago and saw the benefit of the mercantile agencies in the wholesale trade, and when I went in the retail trade I saw the benefit it would do if the retailers should organize. We had talked it over a little in our town and last spring we wrote to the Grand Rapids Grocers' Association for a circular. We took from that and made what rules would fit our place and then organized, and we have been more than pleased with the work of the organization. We think that under the State organization we can all receive much more benefit than from local organization.

On last Monday we had a suicide in our town. A man shot himself, and everybody called him a fool; but I do not know that it is any worse for a man to commit suicide in that way than it is to commit suicide in a business way. I think it has been the tendency to commit business suicide. Every man seems to be cutting his neighbor's throat, and in attempting to cut his neighbor's throat he cuts his own. I believe that our business is legitimate, and I believe that every man who works should have his pay. I believe that if a man buys a stock of goods he is as much entitled to his pay for the labor which he bestows on them as the man who goes out and works with his naked hands.

I think that all towns in the State should organize an association, and that they should unite with the State organization. We have received more benefit than any one can understand.

A man recently went into my store in my absence, and purchased a bill of goods, amounting to \$25. The clerk thought he was good and let him have the goods, as he promised to pay for them in a few days. The man was perfectly irresponsible. I put the account in the hands of an attorney and he did the best he could, without result. The account was ten years old, but one letter from the association brought the fellow to time.

We have three kinds of letters. The first is very mild. The second is a little more severe and the third comes through the Secretary's hands, stating that the delinquent's name had been handed in and he would be allowed to come before the board to show cause why he should not be classed as a dead-beat. The first sixty days we were organized I did not send out a single letter. Finally, when I heard that such and such a man has paid his account, I thought I had

better go to work and collect my bills. So I began to send out letters. I guess the second day I began to receive communications and then I kept sending out letters and the majority of them responded to the communications. Now let me say for the benefit of you all and the State society, you will never receive any benefit if you do not use the blanks. I do not care to take any more of your time. [Applause.]

Walter Webster spoke for the Nashville Merchants' Union, as follows:

We have an organization in our town. At first we did not have enough members to start decently and we had nothing to go by and did not know of other organizations. We organized for the purpose of protecting the members against dead-beats and for better information for the collection of bad debts. I think that after this meeting is over and I return home we will get together and complete our organization. We have only eight members, but we have received great benefit and I find that others have received benefit, also.

Henry S. Church responded for the Sturgis Association, as follows:

Brother Stowe came down and gave us a start last June and we have been working slowly ever since. I think after a while we will be in a little better condition. There is one good thing that Mr. Blain spoke about and that is his three forms of letters. I think we ought to have the three styles. I think every association should have the same style of letters and forms and send the last letter through the hands of the secretary.

Geo. A. Potts spoke for the Saranac Association, as follows:

Our Association was organized five weeks ago. We have had one special and one regular meeting since. At our first meeting we adopted a constitution and by-laws, but at our special meeting we found that we had not covered the entire ground, so we amended the constitution by saying that any business man in town would be received on an equal footing. Except in the case of doctors, when there was occasion to not enforce the rules, as in accidents and other extreme cases, each member is bound not to do business with a dead-beat. Our membership is twenty-one, which includes all but one general store and two drug stores. They will probably join at our next meeting.

Chairman Hamilton then attempted to divert the discussion from the delinquent list to the abolition of the credit system, as follows: Gentlemen, I want to say a few words. The tendency in all these remarks is to give prominence to the delinquent lists. It is an important thing to talk about, but each one of us ought to consider how it is best to get rid of the delinquent. The question is some thing that every business man ought to take under consideration. Now, gentlemen, I look upon it in this way: I think we should find out who will pay and who will not pay. We should not chase the dead-beat from one town to another. I hope we can perfect plans upon which we can do a cash business. I think that the merchant who is particularly anxious to can adopt the cash system and I am of the opinion that we can eventually curtail all this credit business.

The question of recreation here suggests itself. We had no Fourth of July at Traverse City, but on the 21st of July we closed our stores and were instrumental in closing the stores in three or four towns near us, and we all went away and had a picnic near Old Mission. Now, gentlemen, I believe in more days of recreation for the merchant and his clerks, and that is one of the points we want to make here to-day.

W. H. Bartholomew spoke for Wayland, as follows:

I believe an organization of business men would be of advantage to all and you will soon hear of good news from Wayland.

Geo. J. Moog spoke for the White Lake Business Men's Association, as follows:

We have an organization of sixty members in Whitehall and Montague. We have not been very active, for the reason that it seems to be very much of an effort to get together, but as we have fallen into line thoroughly on the delinquent question, I think we are all right. There have been a good many delinquents reported and all of our members have already secured marked results.

Robert M. Floyd, of Chicago, then read a paper on the subject of "Organization," which is given in full on another page, pre-facing its presentation with congratulatory remarks to the convention for being the first to organize a State Association in the United States.

Mr. Blain spoke of some of the objections which are raised against local organizations, followed by Mr. Kelsey on the same subject. Both gentlemen agreed that no name should be placed on the delinquent list on the "say so" of any member, nor until the delinquent has received the proper notification prescribed by the rules of the association.

Chairman Hamilton summarized the remarks by stating that all matters relating to the delinquent lists should be controlled by a committee, not by a single individual.

The following committees were announced by the Chairman, when the convention adjourned until 2 o'clock.

On Permanent Organization—B. F. Emery, Grand Rapids; Henry S. Church, Sturgis; Paul P. Morgan, Monroe.

On Order of Business—T. R. Bentley, Traverse City; Walter Webster, Nashville; N. H. Beebe, Big Rapids.

On Constitution and By-Laws—E. A. Stowe, Grand Rapids; Smith Barnes, Traverse City; N. B. Blain, Lowell.

On Resolutions—Julius Schuster, Kalamazoo; Wm. Peer, Muskegon; C. E. Coburn, Pierson.

AFTERNOON SESSION.

On assembling for the afternoon, prayer was offered by Rev. Kerr B. Tupper, after which the Committee on Permanent Organization reported in favor of making

the temporary organization permanent, which was adopted. The Committee on Order of Business reported a programme for the afternoon session, which was also adopted.

The following additional delegates were found to be present at the convention.

Allendale—J. J. Quick.  
Caledonia—E. G. Johnson.  
Cheboygan—J. C. Dillon.  
Coopersville—R. D. McNaughton.  
Eastmanville—Adam Wagner.  
Ionia—G. F. Phelps.  
Lowell—C. G. Stone, John Giles, Chas. Quick, J. Q. Look.

Montague—Reed.  
Plainfield—Butler.  
Ravenna—O. F. Conklin.  
Sand Lake—J. V. Crandall.  
Shelby—W. H. Shirts, Mark Sargent, Alex McLeod.  
Zeeland—A. Lahuis.

Chairman Stowe, of the Committee on Constitution and By-Laws, then read the following draft:

PREAMBLE.

WHEREAS, Organization, concert of action and comparison of ideas and methods are necessary to the advancement of any cause; and

WHEREAS, We believe that a State Association will accomplish these objects; therefore

Resolved—That we, business men of the State of Michigan, in convention assembled at Grand Rapids on September 21, 1886, do hereby organize ourselves into such an Association and adopt the following constitution and by-laws:

CONSTITUTION.

ARTICLE I.—NAME.

The name of this organization shall be the Michigan Business Men's Association.

ARTICLE II.—OBJECTS.

The objects of this Association shall be to unite merchants and other classes of business men for reform, development of industries and work for the general good, and to promote by all legitimate means the social, moral and business interests of its members. Among the special objects sought to be obtained are the following:

1. Promoting kinder feelings toward honorable competitors and removing the inclination to berate and



# UNITED WE STAND.

shall have charge of all attempts to combat inimical, or secure favorable, legislation; shall report at each annual meeting what legislation affecting business men has occurred and submit such recommendations in regard thereto as shall appear to them to be proper.

**Section 7**—The Committee on Membership shall investigate all applications for honorary membership and grant or reject the same.

## ARTICLE VI—COMPENSATION.

No compensation for services shall be paid any officer except the Secretary.

## ARTICLE VII—MEETINGS.

**Section 1**—Regular meetings shall be held annually, subject to the call of the Executive Committee.

**Section 2**—Special meetings shall be called by the Executive Committee at the written request of a majority of the Associations represented at the preceding meeting.

## ARTICLE VIII—AMENDMENTS.

Amendments to this constitution may be submitted in writing at any session, to be voted upon at a succeeding session. Amendments receiving a two-thirds vote shall become a part of the constitution.

## ARTICLE IX—BY-LAWS.

By-laws not in conflict with this constitution may be established for the government of the Association on the two-thirds vote of the members present at any session.

## BY-LAWS.

### ARTICLE I—QUORUM.

Forty members shall constitute a quorum.

### ARTICLE II—OBLIGATION.

Every person becoming a member of this Association shall be honorably bound to conform to the rules, regulations and by-laws.

### ARTICLE III—PAYMENT OF DUES.

Each local association shall remit the per capita tax on or before October 1 of each year. New members shall be reported and remitted for at the end of each quarter thereafter.

### ARTICLE VI—NON-PAYMENT OF DUES.

Any organization refusing to pay the per capita tax shall be debarred from the privileges of the Association. Any honorary member refusing to pay his annual dues thereby forfeits his membership.

### ARTICLE V—BONDS.

The Treasurer shall give a bond with two good sureties, to be approved by the Executive Committee.

The report of the Committee was adopted without amendment, when Smith Barnes, of Traverse City, was called upon to read a paper on "Retrospective Business Methods of the Past and Present." Mr. Barnes prefaced the reading by reminding the convention that he was a plain business man, well worn in the hurdy-gurdy of an active business life, and so marked was the effect of his paper that he was frequently interrupted with applause.

Gentlemen of the Business Men's Association of Michigan:

Standing as we do, with the door of the nineteenth century only just ajar, as it swings on its well-worn hinges towards its final closing, shutting out forever the deeds, hopes and aspirations of the past, we can hardly do otherwise than cast a lingering look backward.

It matters not how earnest our efforts may have been to win success and good repute, or how desirous we may have been to do our best. So far as the grave duties of life are concerned, we are quite likely to concede that we have hardly attained to the fruition of our hopes, the level of our intentions or the acme of our ambitions.

In this looking back we can but be reminded of the various vicissitudes which the years have brought, with cares as numerous as are the changes.

In this category we are forcibly put in mind of the methods of the past and intuitively compare them with "the now." The business man who commenced in boyhood at the ladder's foot will distinctly remember his first embarrassing attempt at putting up in tender straw paper his first pound of crude saleratus, taken out of a fifty pound box in bulk, in dry crystals, which persisted in getting out of the paper in place of staying in.

With no less pleasure will he remember the vain effort to persuade the quarter pound of whole pepper or spice to stay in its rudely constructed cornucopia, in place of rolling out of reach. Memory will bring out in bold relief the discomfort of finding the five pound package of Muscovado sugar bursting through the paper, on account of the soaking qualities which it contained.

The vexation incident to drawing the gallon of Carden's molasses in the whole oil measure, and getting berated therefor, will arouse a lugubrious smile, even if forty or more years intervene. When he reverts to his trials in lading out his first bucket of tar, and the temptation resulting in a strong desire to use words interdiction in the Sunday School, he will marvel at his patience.

His endeavors to break off just the amount of "loaf sugar" required, will seem like a dream. There may be some among us who have sold soft soap by the gallon, and can vividly remember its smoothness.

Should it have happened that his first introduction to a business career occurred in the country store, it is probable that he can distinctly remember the delight of selling nails out of a keg and picking them out with his fingers—and its results—and if called upon to sell a yard of sarsenet ribbon to the same customer, how agreeable (?) was the situation. If the patron next desired a pound of logwood, redwood, madder or fustic, it gave variety to his labors, while the demand for a half-yard of bobbinet would almost bring tears to his eyes, which, perchance, could only be relieved by a pound of assafetida or half a pound of brimstone. The inquiry for "stay tape" or bobbin, next ensuing, would completely befuddle his intellect, and a request for two yards of "quality" would embarrass him beyond control. The inevitable pound of tallow candles were sure to be called for just previous to the cutting off of eight yards of calico for a frock.

The one who had studied Colburn's arithmetic will remember how difficult it was to reconcile the statement that four quarts made a gallon when, after putting three quarts of Porto Rico molasses into a one gallon jug, with the mercury at 90 degrees, he found one-third of it on the floor when the customer called for it.

A few, perhaps, may have experienced the unmixed pleasure of opening the store at 5:30 a. m., bolting a morning meal, as also dinner and supper, and finally closing at 9 to 10 p. m., after which the oil lamps

were to be cleaned, store swept and books written up, using up the time until about 11 p. m., when new goods were to be opened and marked, this being the *one and only* time for marking goods, and occupying the hours from 12 to 3 a. m. The idea of marking goods by sample, the one plate in place of an entire crate, had not then dawned. With body "weary and worn," the remaining hours—all too few—were spent in an indifferent bed, in a musty room over the store, or on or under the counter, if no room was furnished, until the Christian graces of "poor Joe" were worn so thin as to be transparent, and when the inevitable "shopper" came in it was no easy thing to be gracious.

The young man who then labored and continued to do so for three to six years was likely to receive as compensation for such services the munificent salary of \$350 to \$450 per year.

If one was so unfortunate as to be engaged where the proprietor was unkindful of the claims humanity had upon him, there were lessons of self-abnegation and enforced humility proffered him that were not the most palatable.

Such a thing as a paper bag or sack, a self-measuring faucet, ground goods put up in quarter or half pounds, coffee put up in pounds or in any other sized packages, canned goods of any kind or sort, farinaceous goods in packages, roasted coffee offered for sale, or coffee ground for a customer, were all unknown.

The one who had dry goods and hardware mixed in his stock will remember vividly the hosiery wrapped in white-brown paper, tape in paper bundles, handkerchiefs cut and unhemmed in paper, and the bundle of knives and forks and all small hardware in packages, and *only* in this shape: pocket knives in bundles; scissors and all cutlery *ditto*; and the inevitable tying up cannot easily be forgotten.

If boots and shoes formed a part of the stock, the laced shoe and buskin, and the kip and calf brogan will demand remembrance, while the "handfloat" and its needed muscle will persist in coming to the front.

Mayhap there may be now and then one who was called upon to preside as well at the prescription case of the drug department of the concern, and who has pungent recollections of pill, lotion, tincture, powder, unguent, decoction, infusion, elixir and plaster, and the breaking in upon a fatigued sleep to respond to the call of the night bell, with its sequence of formula in cabalistic characters, difficult to decipher.

This, gentlemen, only partly outlines in a vague manner what, looking back upon, no doubt, seems to you, as well as your humble collaborator, one of life's prosaic dreams in retrospect.

The present presents so much of change as to make it seem little less than marvelous, as nearly all methods are metamorphosed quite completely. The lad who, morphed behind to-day's counter finds practically *nothing* in the way of annoyances, such as are simply outlined in our retrospective. The neat, compact, attractive and time-saving package, containing articles formerly weighed out and tied up in unsightly and unsafe bundles, is now furnished by the maker, and with its fellows, in assorted, tasty colors and designs, forms row above row on the neatly finished and tidily kept shelves, which grace in place of approach the modern store. The strong and convenient paper bag does away with the inclination to break the third commandment; the self-measuring faucet and the keeping of sweets separate and apart from oils preclude the possibility of mixing oil and molasses, and, besides, gives the buyer in every case the exact amount for which he pays: the axle grease in neat, handy boxes supplants the bucket of tar; the cylinder bins contain all grades of refined, as well as cubes of loaf sugar, into which an entire barrel is at one time emptied, where it is kept clean and attractive, while the loss from evaporation is reduced to the minimum. At the same time dried fruits are kept free from flies, dust and worms, while the handsome Japanned tea can keeps out from the tea all filth from the counters.

The honest syrups of to-day are nicer, more palatable, and will stay where put; the attractive power coffee mill has become an object of art, and the prudent housewife now orders the pound of coffee ground and browned, in place of burning it literally at home, and grinding it in a pocket mill in the woodshed; the lump of indigo is replaced by the convenient bottle of bluing; the dried beef of to-day is bought ready sliced for the table; whitewash of lime and buttermilk and its abominations of discoloration and rubbing off is replaced by the excellent Anti-kalsomine and Alabastine, American Family Soap makes the user happy, and forever does away with hands so skinned by the lye in home-made soap as to make martyrs of Christians; the lumps of clear, clover-leaf codfish have banished the bony hake, haddock, pollock and cod, which filled the cellars with odors not from Cathay; the washing machine and wringer have made many a woman happy, and are prolonging lives; the barrel-churn and dog-power have raised the dreaded churning day onto another plane; the invention of Mrs. Potts has been a blessing and a boon to the weary and heated ironer in the laundry; the wooden bowl is broken and the chopping knife relegated to the store room since the introduction of the meat-cutter and sausage stuffer; the cherry-stoner and its kindred implements have removed for all time the dread of the fruit season; the miracle effected by the introduction of the self-sealing fruit can has opened up a new era in domestic duties and at the same time brought a natural state, rather than the little use of preserves put up pound for pound, thus superinducing dyspepsia on the part of the partakers; the old and tiresome New England habits of painting every house white, with green blinds, has become obsolete, and the artistic mixed colors of to-day, tastily put upon the attractive modern cottage, have changed every town and farm house beyond possible recognition; the days of whale oil, with its offensive odor, and of astral lamps, with its memories of inflammable camphene and its successor, *burning fluid*, while the white oil of to-day and the German student lamp have not only given us a tenfold better light, but have reduced the cost 75 per cent.

Right here it might be interesting to state that the first introduction of kerosene oil north of Grand Rapids was made by myself, at which time Downer's refinery, at Portland, Me., was the only one in the United States which made kerosene oil, at a price of \$1.20 per gallon, wholesale.

The much to be deprecated habit of barter—the paying for produce, labor, etc., in merchandise, or as then termed "in trade"—has generally given place to the more desirable and equitable plan of paying for all the aforementioned in cash.

The old system of buying many products by measure and selling them in the same manner, is, I am glad to say, almost entirely banished. The days when our mothers, wives and sweethearts were seizing every available moment to stitch and sew with weary body and tired fingers is among the almost forgotten things of the past, as the sewing machine has become a part of the necessary furnishings of every home.

The corded bedstead with its wince and strong tread and pull, and its fellow-sleepers are remembered by few. The fluffy and malodorous feather bed, heirlooms of *fifth and disease*, is a thing of the dark past. The more modern wood slats have given way to comfortable and cleanly bed springs, while hair and woven wire pillows are supporting the head made weary by business cares, in place of those filled with obnoxious aroma.

The old method of raising goods into the upper lifts with its many escapes, arduous labor and blistered hands, has given way to the modern elevator, and the worn out legs and nerveless knees can now be "carried to the skies" if not on "flowery beds of ease," in elegant, restful cabs, with which the modern elevator is equipped.

The button boot for ladies, men and children had not been discovered forty-five years ago. Our "delf" crockery and glassware, as well as all cutlery, then, *all* came from over the water.

When our family doctor gave us a powder, pill, bolus or tincture, it was as crude and offensive as need be; while now, with sugar-coated pills, flavored solutions or decoctions, capsules to envelope all the objectionable and distasteful remedies, with castor oil even made attractive, and quinine and piera robbed of their offensiveness, the dreads of family pharmacy have vanished.

The dark days of the credit system, when the merchant bought his stock in New York on six, twelve and eighteen months' time, and the consumer purchased what he needed, payable in a year, with a yearly settlement begetting bickering, disagreements, dissatisfaction, and in many cases a life-long enmity, have, like the days of the inquisition, become a thing of the unhappy past.

The wrecks of this system have lined many a commercial strand, like ghostly ribs of vessels along the Jersey coast, pointing the silent finger of disaster to the oncoming mariner of life's business ocean, which has relentlessly swallowed up so many bright hopes and blasted so much of honest but mistaken endeavor.

The days are no more when it is considered necessary to open a business house before 6 at sunrise, and keep it open until all respectable people should be in bed, while the salesman or the woman of to-day is certain to receive a salary on which he can live comfortably, and if economically inclined, have something each year out of a sum varying from \$500 to \$1,200 per year.

Another important experiment has been made, and is proving to be most salutary in its effect, viz.: the employment of women in places of business, bringing into the store the elevated influences, the refining results and ennobling benefits which come from such companionship, doing away with the grosser elements of manhood and virtually prohibiting the discreditable and damaging influences of the *vulgar* story-teller and the loafer, and raising the standard of all employees.

We, presumably, are all learning that a word now and then of commendation and an evidence of appreciation of the labor performed by our employees is better than "bread cast upon the waters," and no sane business man of to-day but what finds it for his interest to give due consideration to the health, comfort and conditions for enjoyment of those on whom he must depend for success so very largely.

No doubt there are many of us present who have completed the larger proportion of our probable business career, and can see with the magnifying glasses of past experience the many mistakes which have been made with the best intentions. Perhaps there may be a major share of those who are yet to pass the half-way post in their public career as servants to those on whom they must depend for success for their gratified and loyal patronage.

Will it be too much to assume that *each* merchant is really a public educator; that the *morale* of every intelligent customer on those among his labors, is as much an element for good or ill, in its way, as that of our public teachers of morals? That he who ventures upon the confines of dangerous temptations, so far as to commune with himself to see if he may safely do an act that savors of dishonesty, be it in short weight, short measure or count; the selling of inferior goods for aught else than what they are, the knowingly handling of adulterated goods, the selling of imperfect goods and fabrics as perfect, the misrepresentation of values or qualities, or aught else of a similar nature, does a great wrong to not only his own repute, but a great injustice to the fraternity of workers who are known as merchants?

Is it not high time, gentlemen, that we should inscribe upon our banners, as they float to the breeze, our joint determination, so far as in us lies, to sell nothing but pure goods? to endeavor to furnish our patrons, who must depend upon us largely, the best article obtainable? that we should unite as one man to see that a National and State standard, to correspond with the National, be fixed, so that everything shall be bought by weight, and that the weights shall be uniform over the entire union?

Can we not enter upon a crusade against the damaging habit of miscellaneous credits, deciding to use the utmost discrimination, and when we do grant an accommodation that in place of a petty or ledger account the amount be at once put into a short note, bearing interest from date, thus settling the account beyond possible dispute and obtaining a promise to pay, that is far more likely to be met at maturity than an open account.

Shall we not, as a body of representative men, unite in a determination to secure for our helpers men of the most unblemished repute, of exceptional habits, pleasing address in point of integrity and associations, and remember that *our* influence and example is the force which is educating the business men of the future—who are and must be the "samples" of men for which we are personally responsible—and who will reflect discredit or praise upon us?

If a thing is worth doing well, is it not due to our own better nature that we study to make our own place of business (where three-fourths of our working hours are spent) so clean, orderly, systematic, well-ventilated, light, wholesome and attractive, that our customers will ever find a pleasure in visiting us; our employees be constantly stimulated to higher and better aims, and our lives be living evidences that we are each day learning to "hail down the sunbeams that fit across and brighten our pathway?"

The conundrum of life lying unsolved in the uncertainty of the future, which we may all use help to unmiddle, may perchance be fore-shadowed by the saying of heads wiser than ours, whose brains are free from the corrosions, cares and vexations of a "dealer's" life; which they have, it seems to me, most happily formulated in such expressions as the following: "Aim high;" "Put yourself in his place;" "Do your level best;" "Take things by the smooth hand;" "Hold fast to that which is good;" "Act well your part;" "Absolute equity should be the basis of all honorable commercial transactions;" "The profession of merchandising is amongst the most important of the working professions of the day in which we live;" "The chief element of cheapness is absolute satisfaction."

Will it be assuming too much to prognosticate that he who stretches out his span of life until the opening door of the twentieth century lets in the light of the future through its "gates ajar" will find a higher standard of mercantile ability? a clearer comprehension of what *real* merchandising is; a more thorough system of practical, commercial education; an elevated plane quite above the present on which the merchant of "the then" finds he must stand to be abreast of the march of ideas and improvement; a complete sense of the needs of true, if not courtly politeness; almost an entire freedom from the debasing effect of personal reflections and criminations against those who are presumably honorable competitors, and a larger and more liberal tendency towards both seller, buyer and brother in trade?

Added to this let it be hoped that there will have arrived the "golden age of trade," in which the constitutions and patrons of the grocer or general merchant may aid in so reducing the hours of doing business that every one may be enabled to obtain some time out of each day to improve his mind and renew his vigor in the open air and that the "blessed time" will come when, if our heads are not all level, our pens not all fountains of wit and wisdom, and our tongues not all eloquent, that our successors may, like ourselves, then meet to confer with each other socially, fraternally and intelligently, in the not vain endeavor to elevate, enlarge and improve the sphere of their lives; not forgetting that "once a man's mind is stretched by a new idea or sensation that it never shrinks back to its former dimensions;" and remembering that "the best part of our knowledge is that which teaches us where knowledge leaves off and ignorance begins;" that "a man is rich in proportion to things he can afford to do without;" that "the talent of success is nothing more than doing what we can do well, and doing well what we can do well;" that "however ignoble a man's life is, 'tis manly to meet it and live it; not to shun it and call it hard names;" while no inspiration is more true than this "he who has gained confidence has gained money."

We are not to forget that "there may be some who would find fault with the rose-tints of the morning, if they ever got up early enough;" that "only that day dawns to which we are fully awake;" if we do not desire ill-repute, let us beware that we do not deserve it;" that "that we should impart our courage and not our despair;" our health and ease and not our disease;" that "a grip of our hands should be a magnetic appeal for confidence;" and that "courtesy and civility, are qualities which cost nothing but which buy everything."

Let us see that our lives emit a fragrance like that of flowers and sweet-scented herbs, let us avoid the "mildew of leisure" and "dry rot of laziness;" consider that goodness and purity are the only investments that never fail; and "not only not mean to do a dishonorable thing, but mean *not* to do it."

Should we not bear in mind that the true harvest of a life is as intangible and indescribable as the tints of the morning and evening—a segment of the rainbow which has been clutched in passing; see it to it our daily lives are lifted out of the range of temptation and that when twilight draws the curtain of sunset with a flush of radiant memories, like an aurora borealis, that our contemporaries may say in truth of each of us, "there has been a partial eclipse on the lives of those who were not acquainted with him;" and "there is only one fault to be found with his life, and that is that it should come to an end."

As Mr. Barnes stepped from the platform, he was greeted with enthusiastic applause, and H. A. Hydorn moved that the entire paper be published in THE TRADESMAN at the expense of the Association. Mr. Stowe remarked that it would be published without expense to the Association, when the motion was adopted in amended form.

Jas. A. Coye moved that a vote of thanks be tendered Mr. Barnes for his paper, which was adopted.

Robert M. Floyd then read a paper on "Origin of the Word Grocer," which is given in full in another column.

J. V. Crandall then addressed the convention on the subjects suggested by Mr. Barnes' paper, as follows:

Gentlemen, when I look over this audience I see none but intelligent faces, and it is not to be wondered at, for they are representative business men of Michigan. Mr. Barnes did not tell us perhaps all that might be said. He dropped three or four grand points, among which was the truth that we have had too much of the credit system. Now, allow me to say that statistics show that only one merchant in ninety-three makes a success in life. Possibly you young men do not know what the schooling was that we had, thirty and forty years ago. We worked on a salary of twenty dollars a month and had to work until 2 or 3 o'clock in the morning. You do not now have the long hours we had. I can remember back then on the shores of Seneca Lake when I got into the store at 5 o'clock in the morning, and in the evening the store was filled with farmers who never knew when to go home, and 10 o'clock had usually passed before we could close the store.

Then, when supper was over, the farmer would high up old gray Dobin and come to the store for supplies, when he would talk over the news of the day. You men who live in cities do not understand the long hours a country store is compelled to remain open.

H. A. Hydorn spoke as follows:

When I went to clerking in a country store, I had to get up at 3 o'clock in the morning, take care of the horses, and then open the store for the farmers who passed there on their way to sell cheese. When they returned about 5 o'clock in the afternoon, we had to remain open until far into the night. I do not see any reason why this Association of business men cannot band together and secure shorter hours. We were obliged to keep open, because some other store near us did, until 10 o'clock. I do not see that any trade comes in after 9. If any does come, it does not amount to much.

E. J. Herriek addressed the convention as follows:

I think the principle of getting through early was instilled in me when I was clerking in a country store. I had that same

hobby and was always harping on it, and to-day we close our place of business at 6:30. I do not know but we lose a dime's worth of trade, but I do not notice it. Now, my friend here remarked about the peddler nuisance. We are troubled with the same thing. They pay no taxes, nor help to bear the burden of taxation at all. People should buy of men who are responsible. If you buy of peddlars and do not get a good article, you are obliged to lose it. You have no means of redress, as you have when you trade with a responsible house.

There has been a great deal done in our Association, and there is a great deal more to be done. We have a collector who goes about in a business manner, and I believe that is one of the strong points of our Association. Now, in regard to adulterated goods, I wish to offer a resolution under this head, which I will ask to have referred to the Committee on Resolutions.

The resolution took the course suggested, when Smith Barnes addressed the convention on the subject of standard weights and shorter hours:

I wish to make a suggestion. It is necessary to have a standard of weights, so that we can all use it. Now, the farmer's good house wife has her butter and eggs to sell. If she can sell the small eggs and keep the large ones, it is good policy; but when you make a standard of weight you correct all this. Now, as to the early closing system. The question is, "Is life worth living for?" Put sixteen hours a day in the store and you will be a stranger to your family. At the age of 40, you will be broken in health, when you should be in the prime of life. We do not give ourselves recreation enough. I am going to live my life over again the rest of my years. I have lived 50 years and worked sixteen hours four of them for nothing. I have an old friend who is very near 100 years. He has never made a success, financially, but he has had his four hours extra and he is the happier to-day for taking those hours for recreation.

N. B. Blain spoke as follows:

I would like to state that some thirty or thirty-five ago I used to know an old gentleman who lived in the little town of Salamanca, N. Y. He used to have a standard for eggs, which was a hole in a shingle. The eggs which would go through the hole were not up to the standard. I am sorry to say that the old gentleman is dead, but I am not prepared to say whether Brethren Herriek and Barnes could not find that hole as a standard. [Applause.]

J. V. Crandall answered Mr. Blain as follows:

Instead of going after the hole, I believe we should have the Legislature make these standards. I believe I am correct in saying there is no legal standard of weight for anything except grains, but I think if we should try to have the Legislature make standards for our vegetables, that they would think we were assuming too much. They would not waste their valuable time on such matters. Butter and eggs are the pride of the farmers' wives, and their importance are too little appreciated. I must say one good thing for Congress, that they have made a law prohibiting the sale of butterine.

W. E. Kelsey spoke as follows:

I bought 1,100 dozen of eggs a while ago. Now, suppose I sold them to Mr. Barnes by weight, or if I bought by the dozen here and sold them by weight in New York, how much do you think I would make? I believe we should let this matter go before the Executive Board, and then each local association petition the Legislature to make a standard of weight for each article.

E. A. Stowe then offered the following resolution and moved that it be referred to the Committee on Resolutions:

WHEREAS, the present exemption allowed a married man is too often an incentive to dishonesty, therefore

Resolved—That the Association request the Legislature to reduce the exemption from \$25 to \$10, and that we use every honorable endeavor to secure such amendment to the present law.

J. V. Crandall opposed the acceptance of the resolution on the ground that it smacked of monopoly and that its adoption would put the Association on record as a body of men trying to oppress the poor man.

O. F. Conklin said that the only person such a measure would oppress would be a rogue. He never yet knew of an honest man attempting to shield himself under the exemption allowed him by law.

E. J. Herriek asked if Mr. Conklin would be content to have the tables turned and remove the exemption now allowed a business man, to which Mr. Conklin replied that he would be glad if such were the case—that he did not think honest men had any reason to cling to exemptions.

Mr. Stowe stated that he had no desire to arouse any antagonisms and asked permission to withdraw the motion, which was granted.

Henry S. Church suggested that each local association be numbered, in accordance with the date on which it was organized.

W. E. Thorp moved that the date for local associations paying the per capita tax be changed to November 1, as many of the local associations would not have a meeting before October 1. The motion was seconded by N. H. Beebe, who said that the Big Rapids Association was in the same boat as the Oceana Association.

N. B. Blain reminded the gentlemen that thirty days was considered cash in general business transactions, whereupon Smith Barnes remarked that his house usually took two per cent. off for cash.

The convention then adjourned until evening.

## EVENING SESSION.

At the opening of the evening session, the Secretary's register showed the following additional delegates in attendance on the convention:

Allendale—A. Babcock, Caledonia—D. Hamacher, Mill Creek—H. D. Plumb, Paris—W. D. Hopkinson, A. McFarlane, Shelby—J. H. Moore, J. Halstead, Lamont—M. F. Walling, Tustin—G. A. Estes.

Election of officers being then in order, an informal ballot was taken for President, which resulted in Frank Hamilton receiving fifty-nine votes and Smith Barnes five. The

ballot was then declared formal, and Frank Hamilton was declared the unanimous choice of the convention.

On motion of B. F. Emery, the Secretary was instructed to cast the unanimous vote of the convention for Paul P. Morgan for First Vice-President.

On motion of H. A. Hydorn, the Secretary was instructed to cast the unanimous vote of the convention for E. J. Herriek for Second Vice-President.

On motion of E. J. Herriek, the President was instructed to cast the unanimous vote of the convention for E. A. Stowe for Secretary.

On motion of I. J. Quick, the Secretary was instructed to cast the unanimous vote of the convention for Julius Schuster for Treasurer.

The Committee on Resolutions presented the following report, which was adopted:

Resolved—That it is the sense of this convention that it is due the dealer as well as the consumer, to buy as well as to sell vegetables and all produce by weight.

Resolved—That we, as dealers, realize the fact that adulteration is being practiced to an alarming extent, damaging the sale of pure goods, as well as the public health, and therefore it is met that we put ourselves on record as opposed to any but pure and unadulterated goods; and that we resolve to sell only pure and unadulterated goods.

Resolved—That our Committee on Legislation be and is hereby requested to report means of procedure for introducing the subject of adulteration before the Legislature of the State of Michigan, the coming session of 1887.

Resolved—That a vote of thanks be extended by this Association to THE TRADESMAN and its editor, Mr. E. A. Stowe, for the interest they have taken in behalf of this Association.

Resolved—That a vote of thanks be extended to the Retail Grocers' Association of Grand Rapids for the courtesy extended to the visiting members.

Resolved—That a vote of thanks be extended to the wholesalers of Grand Rapids for their liberal donations toward defraying the expenses of this meeting.

Resolved—That we heartily endorse what is known as the early closing movement, and pledge our efforts to bring the same into general practice.

Resolved—That a vote of thanks be tendered Mr. Barnes for his presence and advice on the occasion of this convention.

On motion of B. F. Emery, R. M. Floyd was elected an honorary member of the Association, without dues or assessments. Mr. Floyd acknowledged the compliment in a short speech, assuring the convention that he should endeavor to be present at all future meetings.

Irving W. VanZant was called upon by President Hamilton to make a few remarks and gave an interesting description of the growth of the grocer movement in New York and some of the objects accomplished through organization.

On motion of N. B. Blain, the Secretary read the constitution and by-laws for the benefit of such delegates as were not present when they were adopted at the afternoon session.

At the suggestion of the President, the Executive Committee was requested to call a special meeting of the Association, to be held in Grand Rapids next March.

The convention then adjourned.

## THE BANQUET.

At the conclusion of the evening session, the convention adjourned to Sweet's Hotel, where all sat down to a sumptuous repast. After the viands had been discussed to the satisfaction of all present, and the cigars had been lighted, Toastmaster Hydorn rapped the assembly to order and announced that Mr. Barnes would respond to the toast of "Our Honored Guests." Mr. Barnes spoke as follows:

The Business Men of Michigan—worthy representatives of the Wolverine State, the men who wield so great an influence in the proper government of this great commonwealth. If our Peninsula "fair to look upon," the record of the Business Men of Michigan is and shall be equally fair.

The men whose brain, muscles, patience, perseverance persistence and sterling characters are shown in the monuments which they have built, and the new and enduring ones they are building; whose standards float over the entire length of both the Lower and Upper Peninsulas, and whose beacon lights shine like brilliant emeralds along the borders our shores from Maumee to New Buffalo, and from the Sault to Duluth, to guide the future mariner over the treacherous and perilous sea of financial and business experience.

The men who have done so much to mould and form a high order of business morals; an elevated standard of fairness and strict business integrity; a clear sense of justice, and an unflinching determination to make the fair name of the Business Men of Michigan a synonym for all that constitutes uprightness, probity, courtesy, business ambition and honorable success.

May no fog arise to darken their fame, no cloud overshadow their future, no calumnies attach themselves to their repute, no jealousies embitter their lives, no ungenerous act originate in their brains, no worthy charities go unrewarded from their doors, and no name stand higher at home or abroad among business men than the Michigan Business Men's Association!

Robt. M



## UNITED WE STAND.

the world. I might tell you of another woman whose name will be recorded in history—one who crawled over a bridge on a dark, stormy night to stop a passenger train from plunging through a bridge to destruction. Some years ago I was in a train and just ahead of me were two young girls, and they were talking on various subjects. One of them said that women have not much ingenuity and the other one replied that it was all nonsense women, have as much ingenuity as men, but it is all wasted on old dresses. I will quote a few lines on the subject:

From youth to age she grows dear to her spouse;  
Fills with fair girls and sturdy boys his house.  
Among all women, womanliest seems  
And heavenly grace about her mild brow gleams.

A gentle wife, a noble friend she walks,  
Nor even with the gossip mongers, talks,  
Such women sometimes Zeus to mortals gives  
The glory and the solace of their lives.

O fairest of Creation. Last and best  
Of all God's works.

I bid you all good night.

Jno. G. Shields responded to the toast "Grand Rapids," as follows:

I was never more surprised in my life than to be called upon for a speech. I can not help but think of an old story told by my grandfather, and the advice that went with the story and that was to always be prepared for sudden changes. It seems that an Irishman was at work in a field and it commenced to rain and he took shelter under a tree and the lightning struck the tree. He told the old gentleman that he was not prepared for such a d— sudden change. So when Mr. Hydrum called on me for a speech, I thought I always ought to be prepared for sudden changes.

The subject I have the pleasure of responding to is a growing subject. We are proud of our city and we are glad to see so many of our friends from the surrounding towns with us to-night. Gentlemen, the interests of our town are growing. I think this meeting to-day is a most important one, that it will give more strength to your business, and that it will impart a friendly feeling among you all. With these few remarks I will say good evening.

J. V. Crandall responded for the "Country Merchant," as follows:

I question the wisdom of your committee in selecting me to respond to the toast of the "Country Merchant." A country store was different in 1840 than it is now in 1886. We knew nothing of the traveling men. The merchant then bought his goods in New York, Philadelphia, or some of the large Eastern cities. His family gathered around him and bid him good-bye and the church was asked to pray for him for a safe journey and return home, for he was gone six long weeks. Now you can go to China in the same time. Well I remember the first country store I ever saw north of Grand Rapids, in 1858. It was kept by Nick Shaw in a nine by eleven store, with two barrels and a board laid across them, and the accounts were kept on a piece of brown paper. It was nothing but a fail and not have enough to pay his debts. Now, I am glad to say, most country stores are able to pay 100 cents on the dollar.

Frank Emery spoke for "The Drummer," as follows:

I will simply say this is the largest assembly of business men I have ever called upon. I have nothing to offer to-night, not even a chronon. It is generally expected that a drummer will have some big deal which his house has sole control of, with the usual grand gift to each customer. Now, gentlemen, the gift in this case you have already partaken of, furnished by the Grand Rapids wholesale trade. As a drummer, I presume I am as wicked as any. I probably have borrowed as many \$5 bills as any—have helped to eat as many hotel door mats or bell straps, cooked and served as beefsteak—as many railroad eating house sandwiches (so-called) spread with our new found friend bull butter or oleomargarine; but, gentlemen, if there is one thing more than another I pride myself on, I never eat contract goods or give any rebates. This, gentlemen, is a solemn, lie-able story. With many happy annual returns of this day I am yours truly, a drummer.

Wm. H. Hoops then responded to "The Jobbing Trade," as follows:

I am more than pleased to meet you all here this evening under such pleasant circumstances and I can assure you, gentlemen, I feel highly honored in being called upon to respond to such a splendid toast. "The Jobbing Trade of Grand Rapids," as I fully realize how important that interest is in this bustling, flourishing city. In my experience of ten years as a competitor of the Valley City jobbing houses, I always found them hard hitters in the fight for business, in fact the strongest competitors I had. In 1876, I made my first visit to this place, in the interest of W. J. Quan & Co., of Chicago. It was then comparatively small and the jobbing grocery trade was in its infancy, so to speak. I found very little difficulty in building up a very large trade in this territory and held it several years, but when the jobbers here commenced to reach out for business and fight for it in earnest, behold, a change came over the spirit of my dreams! and I found my trade slowly but surely drifting toward Grand Rapids, in spite of the fact that I used all my eloquence to convince my customers that Chicago could and would undersell Grand Rapids, and they found by experience it was not so (and I was forced to admit it).

The freight rates, time, invariable charge for boxes, cartage, exchange, etc., were all against Chicago and were arguments too strong for me to overcome. When I first came to this city, I was favorably impressed with it as a splendid distributing point for Northern and Western Michigan and I predicted for her a grand future, but did not anticipate being driven out of the territory quite so soon. Still I accepted the inevitable and gave up the fight (as several other Chicago salesmen have been obliged to do), and fell into line and decided to cast anchor here, and am now a member of one of the leading grocery firms of the city.

I am sure, gentlemen, I voice the sentiments of a worthy brother jobbers in wishing you a very pleasant time and that this visit may serve to strengthen the ties of friendship between the retail dealers of Michigan and the jobbers of our city. I wish you all good night.

Jas. A. Coyne said "The Dead-Beat" merited attention in the following terms:

Fellow sufferers: This is hardly the time

or place to speak on such a solemn subject. I feel as though I would prefer to cover the dead-beat with the mantle of charity and let him go. But as I have been called upon to respond to the toast, "The Dead-Beat," I feel that I ought to say a little on the subject.

The first dead-beat of whom I have any information was the man who tried to beat old Noah out of a ride in his ark and being refused replied, "You can go to — with your ark. It is nothing but a shower, anyhow." [Applause.]

Dead-beats are composed of our most promising citizens. In fact, they can make more promises in a minute than the rest of creation in a week. [Applause.] Dead-beats, as a rule, will try to work on your sympathy like the tramp who stopped at a farm house with the request, "Please, ma'am, will you give me a drink, cause I'm so hungry I don't know where to sleep to-night." [Applause.]

Then, there is the man who comes to your store with that patronizing Lord Almighty air, orders a good bill of goods, say ten dollars worth or more, pays for them and says his wife will finish the order. Well, you send John up with the goods and he brings back another large order, on the strength of which you raise his wages. Business is picking up. This continues for thirty days, at the end of which time you send in your bill. In comes my lord, greatly excited, wants to know if you are aware of his high standing in the community, and assures you that he will not tolerate such treatment; he is used to letting his bill run until it suits convenience to pay, and, if that does not suit you, will take his trade elsewhere. Well, at last you give his bill, along with the others, to a delinquent debtor for whom you are sorry and whom you wish to help, agreeing to give him half for collecting. It's the old story. He collects his half. [Applause.]

Then there are the ladies, God bless them, they are not dead-beats, but some of them are terribly absent-minded. There is the woman who comes down with a basket on her arm and wants to know "what is the cheapest you can sell those apples for by the bushel?" You quote them at 40 cents, cash, and after some reflection she lays down five cents and says she'll take half a peck. She isn't a beat, only a close buyer, that's all.

And now, my friends, are we not a little delinquent some times? Do we, as dealers, always act on the square? Don't we sometimes exact from the jobber a little more than our due for damage on broken packages, etc.? Let us consider these things, and from now on let us be fair with each other as neighbors in trade, not trying to cut each other's throats in a business way, but rather act justly with all, and demand that others deal fairly with us. Good night.

Frank Hamilton responded to the toast "The Clothing Trade," as follows:

This toast was given to me at a very late hour in the day and, therefore, I shall make no attempt at eloquence, and my sentiments will be expressed in a few words. The first idea of clothing was taught the savage by civilization and I might remark to you that civilization has kept pace with clothing. But as a member of the clothing profession, I will simply say in response to this toast, "May it wear out." [Applause.]

N. B. Blain then spoke for "The Dry Goods Trade":

It seems to me next to an insult to get a man in the condition I am in and then ask him to respond to such a toast. If this was a company of ladies, I think that as a dry goods man I might say something that would interest them; but as it is a convention of gentlemen, I do not know of anything that I can say that would be of interest. Not long since, at a greenback convention, I learned one thing, and that was that when they had a man that was not much of a talker they would limit him to a few minutes and when they had a good man to talk they give him the time of the others. Now, I would propose to give my time to others.

Samuel M. Lemon, on being called upon for a few remarks, spoke as follows:

I would say that I am always glad to meet retail merchants. It affords me the greatest possible pleasure at all times, with one exception, and that is when I am in pursuit of a lame duck. Now, gentlemen, there are no lame ducks here to-night that I am aware of. We are all good men, all true citizens of the great State of Michigan, and all good, live, active merchants have a common purpose that is for the benefit of all. We as grocers are in sympathy with your cause. Your interests and our interests are as one and the same and I am sure I voice the sentiment of every wholesaler here to-night when I say we are glad to see you here, to welcome you to our city, to welcome you to this festive board. We welcome you to our homes and we say that all that is ours is yours, and we wish you to carry away pleasant memories of this visit to Grand Rapids. [Applause.]

Toastmaster Hydrum, then closed the exercises by saying:

This winds up the pleasure of the evening. I thank you for your kind attention to the speeches and would say, Good night.

Thus ended the first convention of the Michigan Business Men's Association—a convention which accomplished more good for the business men of the State than any gathering ever held before.

### STANDING COMMITTEES.

The day following the convention, President Hamilton announced the following standing committees for the ensuing year:

On Trade Interests—Smith Barnes, P. Ranney, A. W. Westgate.  
On Legislation—W. E. Kelsey, J. V. Crandall, J. F. Clark.  
On Membership—H. S. Church, B. F. Emery and the Secretary.

### Echoes of the Convention.

President Hamilton writes from Traverse City: "Everyone here is pleased with the results."

Dr. J. M. Sligh, Grand Secretary of the Knights of Honor, states that the mileage account of his order shows that Grand Rapids is in the most available place in Michigan to hold a State convention.

The Detroit News thus refers to the Convention: "The sessions were devoted to interesting papers and discussions, and the members were banqueted in grand style in the evening, 270 guests being at the table."

Referring to the convention, the Denver Retail Grocer speaks as follows: "Michigan is ahead of the other Western States in this respect. The merchants seem to realize the importance of associations and lend all the aid possible to sustain them."

### COUNTRY PRODUCE.

Apples—Good shipping stock of eating varieties is in fair demand at \$1.75 per bbl. Cooking apples command \$1.25.  
Beans—Dry, handpicked, \$1.50 per bu.  
Beets—New, 45¢ per bu.  
Butter—Michigan creamery is in good demand at 21¢ per lb. Dairy is in fair demand at 18¢ per lb.  
Cabbages—\$3.50 per 100, according to size.  
Carrots—45¢ per bu.  
Celery—Grand Haven or Kalamazoo, 30¢ per doz.  
Cheese—The price moves steadily upward, jobbers now holding Michigan full cream at 10¢ per lb.  
Dried Apples—Quartered and sliced, 3¢ per lb.  
Dried Peaches—Pared, 15¢.  
Eggs—Scarce. Jobbers pay 16¢ and sell for 18¢.  
Grapes—Concord, 20¢ per doz.; Wordens, 6¢; Delaware, scarce at 9¢.  
Honey—Easy at 12¢ per lb.  
Hay—Baled is moderately active at \$15 per ton in two and five ton lots and \$14 in ear lots.  
Muskmelons—60¢ per doz.  
Onions—Dry, \$2 per bbl.  
Peaches—About out of market. White command \$1.25 and Smocks \$2.25.  
Pears—Early winter varieties, \$2 per bu.  
Potatoes—Dealers are paying 40¢ and are selling for 45¢ to 50¢. The Southern demand has not yet arisen.  
Pop Corn—2¢ per lb.  
Peppers—Green, \$1 per bu.  
Sweet Potatoes—Baltimores, \$2.50 per bbl. Jerseys, \$3.50 per bbl.  
Squash—Hubbard, 2¢ per lb.  
Tomatoes—50¢ per bu.  
Watermelon—Home-grown, \$10 per 100.

### GRAINS AND MILLING PRODUCTS.

Wheat—No change. City millers pay 75 cents for Lancaster and 72 for Pulse and Clawson. Corn—Jobbing generally at 46¢ to 47¢ in 100 bu. lots and 42¢ to 43¢ in car lots.  
Oats—White, 38¢ in small lots and 32¢ to 33¢ in car lots.  
Rye—48¢ to 50¢ per bu.  
Barley—Brewers pay \$1.25 per cwt.  
Flour—Lower. Patent, \$5.20 per bbl. in sacks and \$5.40 in wood. Straight, \$4.20 per bbl. in sacks and \$4.40 in wood.  
Meal—Bolted, \$2.75 per bbl.  
Mill Feed—Screenings, \$14 per ton. Bran, \$12 per ton. Ships, \$14 per ton. Middlings, \$15 per ton. Corn and Oats, \$18 per ton.

### OYSTERS AND FISH.

F. J. Dententhaler quotes as follows:  
New York Counts.....38  
Selects.....30  
Anchors.....25  
Quahog, per 100.....1 00  
Little Neck, per 100.....80  
FRESH FISH.  
Cod.....@ 10  
Haddock.....@ 7  
Mackerel.....@ 15  
Mackinaw Trout.....@ 7  
Perch.....@ 3  
Smelts.....@ 10  
Whitefish.....@ 7 1/2

### HIDES, PELTS AND FURS.

Perkins & Hess pay as follows:  
HIDES.  
Green.....@ 7 1/2  
Part cured.....@ 8  
Full cured.....@ 9  
Dry hides and.....@ 12  
Wools.....@ 25  
Sheep Pelts.  
Old wool, estimated washed per lb.....25  
Tallow.....@ 3 1/2

### FRESH MEATS.

John Mohrhard quotes the trade selling prices as follows:  
Fresh Beef, sides.....@ 5  
Fresh Beef, hind quarters.....@ 4 1/2  
Dressed Hogs.....@ 6  
Mutton, carcasses.....@ 5 1/2  
Spring Lamb.....@ 6 1/2  
Veal.....@ 8  
Pork Sausage.....@ 8  
Bologna.....@ 6  
Fowls.....@ 10  
Spring Chickens.....@ 12  
Ducks.....@ 13  
Turkeys.....@ 13

### Chalk It Down.

Michigan merchants are not likely to forget that Chas. E. Watson and Ed. P. Andrew—both of whom write S. A. Maxwell & Co. after their names—will open up a full line of samples of holiday goods at Sweet's Hotel about October 1 and remain there two or three weeks. This will afford druggists visiting the annual convention of the Michigan State Pharmaceutical Association on October 12, 13 and 14 and excellent opportunity to kill two birds with one stone.

Mrs. P. B. Hunsicker, dry goods, Woodland: "An excellent paper and indispensable in my store."

G. A. Keller & Son, general dealers, Elwell: "We like your paper very much and would not be without it."

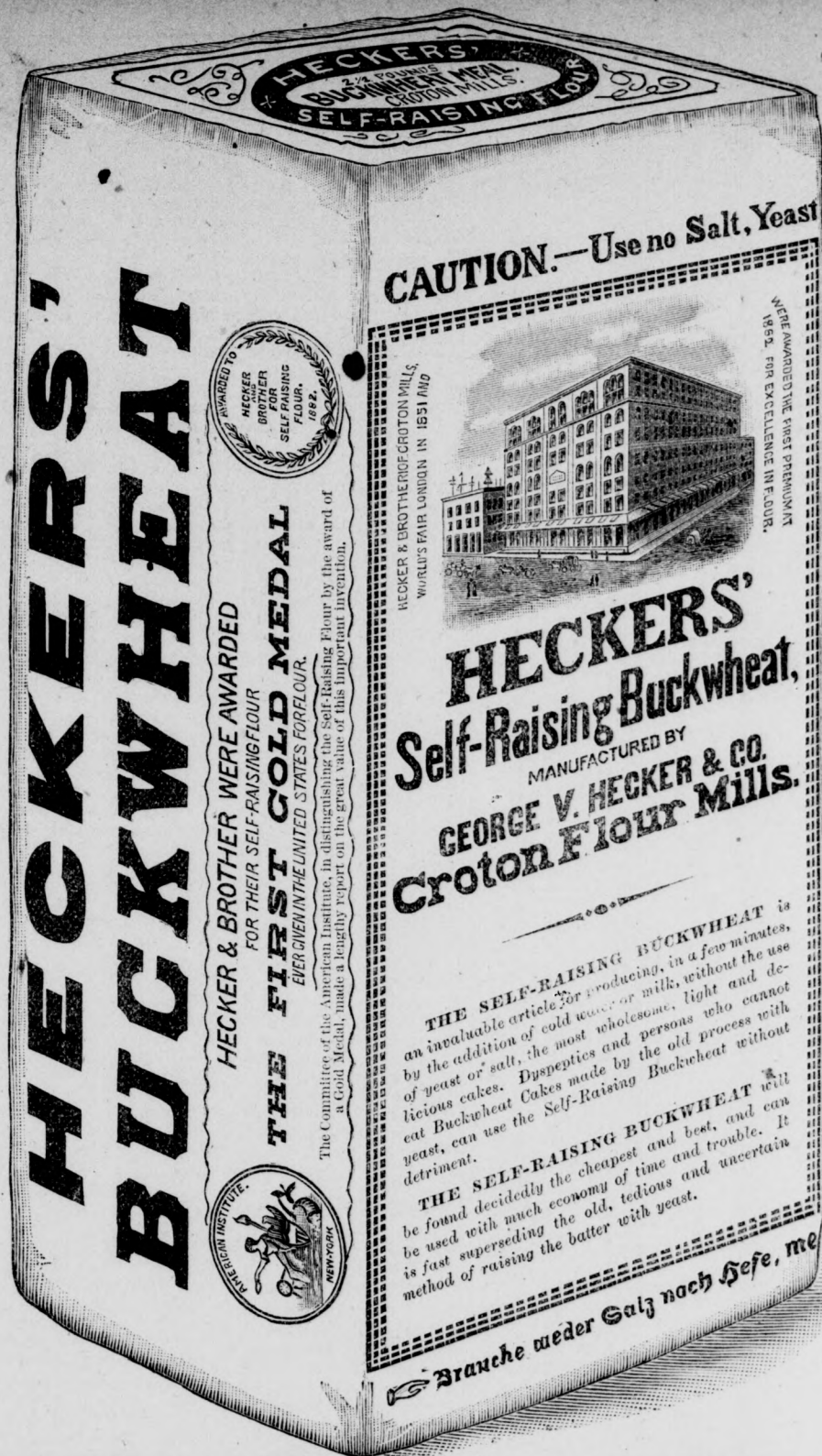
## OYSTERS!

We shall commence handling Mills & Robinson's Oysters on October 1st. The goods will be canned in Baltimore, and we think them superior to goods canned in Detroit or Grand Rapids, as they are canned the same day they are shucked, and not laid around exposed to the air for days before they are canned.

**Eaton & Christenson,**

GRAND RAPIDS,

MICH.



### HECKERS' SELF-RAISING BUCKWHEAT.

Boxes holding 20 5 pound packages, \$5.00  
" " 40 2 1/2 " " \$5.00  
" " 32 3 " " \$4.80

Discount—On lots of 25 boxes or more, 50 cents per box.

## G. R. MAYHEW,

JOBBER OF



## RUBBERS

In Woonsockets, Wales-Goodyear & Rhode Islands.

Wool Boots, Knit Boots, Combination Boots, Whitcomb & Paine's Calf Boots, Shoe Findings and Shoe Store Supplies, Bound Cork Soles, Bound Wool Soles, Sheep Skin Slippers, Wigwams, Etc.

Order your dressings for Winter in Brown's, Bixby's Alma, Raven Gloss and Glycerole.

**86 Monroe St., Grand Rapids, Mich.**

### Detroit Jottings.

John Keck & Co., the furniture dealers, have merged their business into a stock company with an authorized capital of \$100,000.

Jas. Craig, the Atwater street fish jobber, has bought the fish and salt business of R. Bourke & Son.

The Lynch Window Shade Co. is succeeded by the Ideal Window Shade Co., with an authorized capital stock of \$5,000.

D. J. Spinning has been admitted to partnership in the firm of E. A. Harsig & Co., manufacturers of jellies and preserves. The firm name remains the same as before.

John Copland & Co., the pioneer bakers, have dissolved partnership. John Copland succeeding as a bread baker.

### Information Wanted.

DETROIT, Sept. 23, 1886.

DEAR SIR—It is almost a month since the annual meeting of the Michigan Division of the T. P. A. I have been expecting to find in every issue of your paper the announcement of the several committees to be appointed by the State President, but fail to find it. The enquiry is frequently made, Who if the chairman of the State Division Railroad, Legislative, Hotel or Press Committees? and no one can tell.

Can't you manage some way to get them out before election day and give the members the benefit of this information through your paper. Please try and oblige your many subscribers and the uninformed members of the Association, and

Yours truly, M. J. MATTHEWS.

ORDER A SAMPLE CASE "EAGLE" COFFEE.

CODY, BALL & CO.



# The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

Office in Eagle Building, 49 Lyon St., 3d Floor. Telephone No. 95.

Entered at the Postoffice at Grand Rapids as Second-class Matter.

WEDNESDAY, SEPTEMBER 29, 1886.

Retail Grocers' Associations—Adulteration of Goods.\*

The question has been asked why the Retail Grocers' Association of Boston was organized.

Going back to the year 1879, the retail grocery trade of Boston was very much exercised over a series of cuttings in the prices of sugar and other commodities, which were generally sold at a very close margin of profit. This led to the question in the March 22nd issue of the *New England Grocer*, 1879, "Why should retail grocers not charge sufficient price for sugar to render them a profit the same as received for other goods?"

This called forth a letter from a Mr. Thomas O. Flynn, which was printed in the *Grocer* of March 29, in which he said: "If Boston had a retail grocer's association, they could set a price on sugar which would be beneficial and honorable to both parties."

This timely note was the first mention in Boston of a retail grocers' association. From that time until the year 1880 the matter of organizing an association was fully discussed by letters in the *Grocer*, and in January, 1881, the first meeting was held in the *Grocer* office. The audience was large and enthusiastic. A committee of intelligent men was appointed, and through the efforts of this committee and Messrs. Johnson and Dowse, of the *Grocer*, in January, 1881, a complete organization was consummated and the officers elected. I will state here that Mr. McCready, of the *Commercial Reporter*, was at this time connected with the *Grocer* and took an active interest in the formation of the first grocers' association.

The primary object of the association, as mentioned in the beginning of this address, was to obtain a profit on sugar, but as a natural consequence other and equally vital things came up for discussion, as freight discriminations, shortage in weights and measures, and later on the important question: how to protect the trade from the well-known vegetable, or fungus growth, the "dead-beat."

From this beginning there has sprung up all over New England, New York State and Michigan, similar associations, which have had the constant encouragement and able support of E. A. Stowe and his journal, THE MICHIGAN TRADESMAN.

In the by-laws of the New England Grocers' Association is found the following, giving an explanation of the forming of the Association:

The reasons necessitating the formation of this Association are obvious to every retail grocer. The loss occasioned to the trade by reason of short weights in raisins and oil, the sale of sugars at less than cost, not to speak of other evils, are of sufficient importance to call for concerted action on the part of the trade. The Association has for its prime motive a desire to rebuke fraud, remove abuses and protect honest dealers. It has for its end the uplifting of the trade in its entirety. No schemes for the benefit of individuals, no devices for the aggrandizement of a single firm are tolerated. It is only as grievances affect the whole trade, only as they are of importance enough to merit attention.

How to prevent yourself from being swindled by "dead-beats" is something that deserves your immediate attention, as "Man's inhumanity to man makes countless thousands mourn," so it is that in ordinary life a large proportion of people try to live by dishonest means upon others. The grocers' associations have practically solved this question by recourse to a series of notification blanks and delinquent lists, which tend to reduce the losses from poor accounts to the minimum and also prevent the making of many bad accounts.

ADULTERATION OF FOOD AND MISREPRESENTATION.

Competition has a tendency to lower prices. In turn, low prices encourage adulteration of products and manufactures. The past years of active competition and the cutting of values, has so stimulated the energy of the unscrupulous and the ingenious that today, although it is not impossible to obtain a pure article, it is far easier to obtain its counterfeit. We have jellies made from glue, buttons made from paper, coffee from beans, butter from lard, and candies from glucose; and the adulteration of spices, sugar, medicines, syrups, wines, liquors and buckwheat, is beyond the comprehension of the unfortunate consumer. The bees and the hives have lost their occupation, for honey and the honeycomb are made without the assistance of bees, and eggs without the hen.

I will not say that man has no right to make these mixtures or adulterations; but I say decidedly, and I will be echoed in this by every fair minded man that we do deny the right of anybody to sell adulterated goods and misrepresent them, so as to hoodwink the unwary and innocent buyer. I cannot call too strongly to the mind of the retailer that misrepresentation of goods in his store is one of the worst influences that could occur. You are very much astonished when you find an old and trusted clerk that you have had in your employ for years to be dishonest. Have you ever thought that misrepresentation is dishonesty, and that such action on your part cannot help being reflected by your employe, and that you are to blame for his dishonesty and ruin?

The hour has come for the retail grocer and your associations to take an active stand against the outrageous adulteration in food, and you should raise your voice to cry down such practices as are being carried on, and insist that you receive honest goods, so that you, in turn, will not take unlawful advantage of your customers and patrons. The demand for pure and honest goods must come from you, the retail grocer, to the jobber and manufacturer. To ensure this, you must first ask, not for cheap an article is, but if it is pure, and if pure, how cheaply it can be bought.

\*Paper read by Robert M. Floyd before the first convention of the Michigan Business Men's Association.

M

Muzzy's Corn Starch is prepared expressly for food, is made of only the best white corn, and is guaranteed absolutely pure.

U

The popularity of Muzzy's Corn and Sun Gloss Starch is proven by the large sale, aggregating many millions of pounds each year.

Z

The State Assayer of Massachusetts says Muzzy's Corn Starch for table use, is perfectly pure, well prepared, and of excellent quality.

Z

Muzzy's Starch, both for laundry and table use, is the very best offered to the consumer. All wholesale and retail grocers sell it.

Y



**EATON & LYON,**

Importers,  
Jobbers and  
Retailers of

**BOOKS,**

Stationery & Sundries,

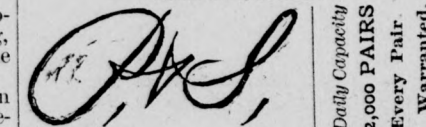
20 and 22 Monroe St., Grand Rapids, Mich.

**PINCREE & SMITH**

Wholesale Manufacturers

Boots, Shoes and Slippers

DETROIT, MICH.



Michigan Agents Woonsocket Rubber Company.

Office and Factory—11, 13, 15 and 17 Woodbridge street West. Dealers cordially invited to call on us when in town.

**EATON & CHRISTENSON,**

—ARE—

**EXCLUSIVE AGENTS**

In this State for the

**American Cigar Co.'s**

COLDWATER, MICH.

**CIGARS,**

Having Handled the Goods for Fifteen

Years with Entire Satisfaction to

Themselves and the Trade at Large.

Dealers should remember that the

**American Cigar Co.'s**

Goods can be obtained only through

the Authorized Factory Agents.

**Eaton & Christenson**

77 CANAL STREET.

**\*CRAMPS\***  
**HOLERA-MORBUS**  
**OR DIARRHÆA**  
EVERYBODY IS SUBJECT TO  
COMPLAINTS OF THIS KIND  
AND NO FAMILY IS SAFE WITHOUT  
HAVING A BOTTLE OF

**PERRY'S**  
**DAVIS**  
**PAIN-KILLER**

WITHIN EASY REACH  
IT IS A SAFE & SPEEDY  
CURE

**ALL DRUGGISTS SELL IT**

**HESTER & FOX,**  
MANUFACTURERS' AGENTS FOR  
**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 OAKS ST., GRAND RAPIDS, MICH.

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.

**OYSTERS!**

WM. L. ELLIS & CO.

**STAR BRAND**

Baltimore Oysters.



On and after Sept. 1st, dealers can have their orders filled promptly direct from Baltimore or from Grand Rapids with this well-known and popular brand of Straight Baltimore Pack of Fresh Oysters.

I also handle a large variety of Fresh Sea and Lake Fish, Clams, Shrimps, Lobsters and Celery. All kinds of Salt Fish in packages. All special orders will have prompt attention.

I shall still continue to handle the New York Counts and Selects. For prices and terms address

**B. F. EMERY,**  
37 CANAL ST. Manager.

**K OF L**

**SMOKING TOBACCO,**

Manufactured by the

National K. of L. Co-operative Tobacco Co.,

RALEIGH, N. C.

**Arthur Meigs & Co.,**

GRAND RAPIDS, MICH.,

Wholesale agents for the

**STATE OF MICHIGAN.**

This is the only authorized K. of L.

Smoking Tobacco on the market. The

stock of this corporation is all owned by

the K. of L. Assemblies in the U. S., and

every member will not only buy it him-

self, but do his utmost to make it popular.

Dealers will therefore see the advisability

of putting it in stock at once. We will fill

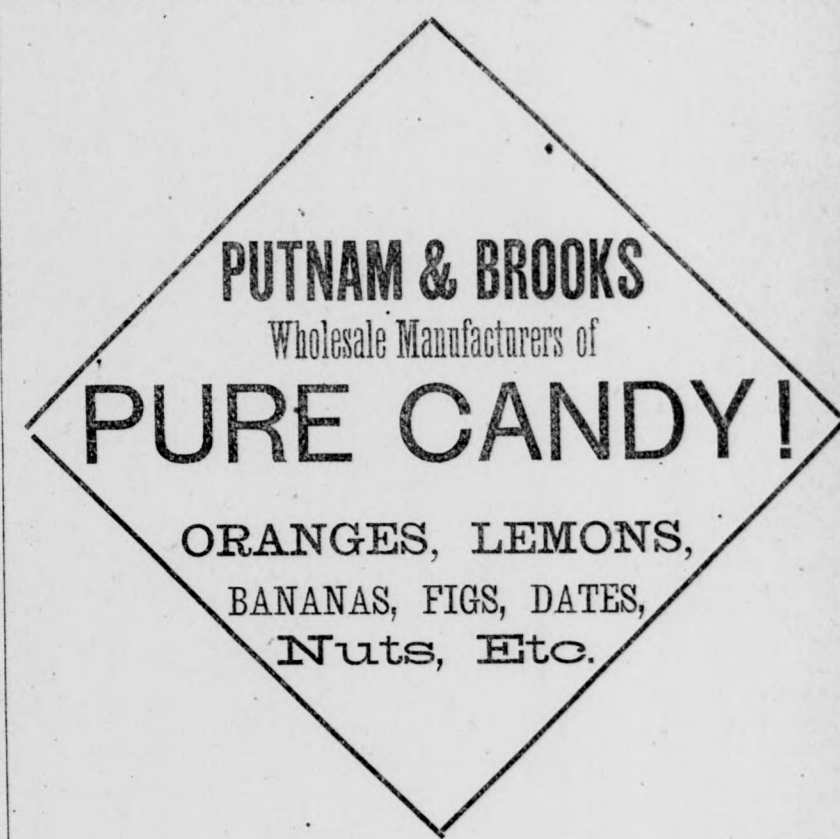
orders for any quantity at following prices,

usual terms:

2 oz. 46; 4 oz. 44; 8 oz. 43; 16 oz. 42.



Every can wrapped in colored tissue paper with signature and stamp on each can.



**P. STEKETEE & SONS,**

JOBBER IN

**DRY GOODS,**

AND NOTIONS,

88 Monroe St.,

AND 10, 12, 14, 16 AND 18 FOUNTAIN STREET,

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers A Specialty.  
American and Stark A Bags

**CARY & LOVERIDGE,**

GENERAL DEALERS IN

Fire and Burglar Proof

**SAFES**

Combination and Time Locks,

11 Ionia Street, - Grand Rapids, Mich.

**RINDGE, BERTSCH & CO.,**

MANUFACTURERS AND WHOLESALE DEALERS IN

**BOOTS AND SHOES.**

AGENTS FOR THE

**BOSTON RUBBER SHOE CO.**

14 and 16 Pearl Street, - Grand Rapids, Mich.

**"JOLLY TAR" PLUC TOBACCO. BULKLEY, LEMON & HOOPS.**



BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

COMMON CARRIER—CONNECTING LINES.

In the case of Harris vs. Grand Trunk Railway, the Supreme Court of Rhode Island held that an offer by a common carrier to take certain merchandise to a point beyond the terminus of its own line was not an offer to carry the goods to that point, but only to take the goods for carriage to the end of their own route, and then to deliver them to the next carrier to forward.

PARTNERSHIP—PLEA OF INFANCY.

In an action upon contract for goods sold and delivered to a partnership, one member of which was a minor, the Supreme Court of Minnesota held that the minor might properly interpose the plea of infancy in bar of any claim of personal liability upon the contract. The court held that the infant was not estopped from setting up such defense by the fact that he had engaged in business as a member of the partnership.

NEGOTIABLE INSTRUMENTS—REFUSAL OF PAYMENT.

In the case of the Bank of America vs. Shaw, the Supreme Judicial Court of Massachusetts decided that a notice to a member of a firm, indorsers of certain promissory notes, that the makers had on demand refused payment, was good when sent to what had been the place of business of the firm, where its affairs were actually in process of settlement under a trust deed of assignment, the firm being insolvent, it being the place where the member expected that notices and letters would be sent to him, and had arranged that if sent there they should be handed to his counsel to be forwarded to him, and there was no other place of business of the firm, or of the member, and he had absconded.

CHattel MORTGAGE—SALE OF PROPERTY.

One Stewart held a chattel mortgage upon wheat and certain other personal property belonging to one Witherell. The mortgage, which was admitted to be usurious, contained a clause authorizing the mortgagee to take possession of the mortgaged property before the mortgage became due. A few days before the mortgage matured Stewart procured from Witherell a writing by which the latter in terms "turned over the property" covered by the mortgage to Stewart. The wheat, however, was not removed, but still remained in Witherell's granary and under his control. Stewart afterward came to Witherell's premises and without his consent removed and sold the wheat. The Supreme Court of Minnesota held that the mortgagor was entitled to recover the value of the wheat taken in an action for the conversion of the same.

A Shrewd Young Man.

From the Louisville Courier-Journal.

The year before last a bright looking young man entered our counting room in response to an advertisement for an assistant shipping clerk. He told the usual tale of how he desired a position more than wages for the time being, and was willing to accept a nominal salary to start in on. The old man was feeling in a particularly good humor that afternoon and said pleasantly to the new comer:

"Well, sir, what do you consider a nominal salary? What would you be willing to accept in the beginning?"

The young man picked at the lining of his hat with his fingers and differentially replied:

"I want to show you, sir, that I mean business and I will work for one cent for the remainder of this month, provided you think it would not be too much to double my salary each month thereafter."

"That's a novel proposition, surely," said the old man with a smile. "Do you know what you are talking about, my dear boy?"

"Well, sir, my principal aim is to learn the business," responded the young fellow, "and I would be willing to work for nothing, but I'd like to feel and be able to say that I was earning something, you know."

"I'll take you," remarked the old man. "One cent, two cents, four cents, eight, sixteen," he enumerated. "You won't get much for a while," he added.

He took him up to the cashier. "This is John Smith," he said. "He will go to work as assistant shipping clerk to-morrow. His salary will be one cent this month. Double it every month from now on."

"In consideration of my working for this small salary might I ask you to assure me a position for a definite period?" inquired, John Smith.

"We don't usually do that," replied the governor, "but we can't lose much on you anyhow, I guess, and you look like an honest fellow. How long do you want employment?"

"Three years, sir, if agreeable to you."

Well, by Jove, the old man agreed, and young Mr. Smith, on pretense of wanting some evidence of stability of his place, got the governor to write out and sign a paper that he had been guaranteed a position in the house for three years on the terms I have stated.

He worked along for six months without drawing a cent. He said he would draw all his earnings at Christmas. The cashier one day thought he'd figure up how much would be coming to the young man. He grew so interested in the project that he kept multiplying for the three years. The result almost staggered him. This is the column of

figures he took to the old man: First month, .01; second, .02; third, .04; fourth, .08; fifth, .16; sixth, .32; seventh, .64; eighth, \$1.28; ninth, \$2.56; tenth, \$5.12; eleventh, \$10.24; twelfth, \$20.48; thirteenth, \$40.96; fourteenth, \$81.92; fifteenth, \$163.84; sixteenth, \$327.68; seventeenth, \$655.36; eighteenth, \$1,311.72; nineteenth, \$2,623.54; twentieth, \$5,247.08; twenty-first, \$10,494.16; twenty-second, \$20,988.32; twenty-third, \$41,976.64; twenty-fourth, \$83,953.28; twenty-fifth, \$167,906.56; twenty-sixth, \$335,813.12; twenty-seventh, \$671,626.24; twenty-eighth, \$1,343,252.48; twenty-ninth, \$2,686,504.96; thirtieth, \$5,373,009.92; thirty-first, \$10,746,019.84; thirty-second, \$21,492,039.68; thirty-third, \$42,984,079.36; thirty-fourth, \$85,968,158.72; thirty-fifth, \$171,936,317.44; thirty-sixth, \$343,872,634.88; total salary for three years, \$5,552,554,253.65.

The governor nearly fainted when he understood how, even if he was twice as rich as Vanderbilt, he would be ruined in paying John Smith's salary. He concluded to discharge the modest young man at once. Smith had figured up how much would be due him, and reminded the old man of his written agreement. Rather than take chances in courts and let everybody know how he had been duped, the Governor paid Smith \$5,000 and bade him good-bye. I've heard he tried the same dodge in Chicago after leaving here.

Grocers wanting cheese warranted to give satisfaction should sell the Wayland cheese, L. B. Smith, proprietor.

LUDWIG WINTERNITZ,

STATE AGENT FOR



106 Kent Street, Grand Rapids, Mich.  
TELEPHONE 566.

Grocers, bakers and others can secure the agency for their town on this Yeast by applying to above address. None genuine unless it bears above label.

EDMUND B. DIKEMAN,

THE—

GREAT WATCH MAKER,

—AND—

JEWELER.

44 CANAL STREET,

GRAND RAPIDS, MICH.

A Million Dollars.

Millions of dollars would be saved annually by the invalids of every community, if, instead of calling in a physician for every ailment, they were all wise enough to put their trust in Golden Seal Bitters, a certain cure for all diseases arising from an impure state of the Blood and Liver, such as Scrofula in its various forms, Rheumatism, Dyspepsia or Indigestion, Female irregularities, Diseases of the Kidneys and Bladder, Exposure and Imprudence of Life. No person can take these Bitters according to instructions, and remain long unwell, provided their bones are not destroyed by mineral poison or other means, and the vital organs wasted beyond the point of repair. Golden Seal Bitters numbers on its list of cures acquired a great celebrity, being used as a family medicine. Sold by Hazeltine & Perkins Drug Co.



FOX & BRADFORD,  
WHOLESALE  
TOBACCONISTS!

Full Line Key West Goods in Stock.  
Full Line of all Staple Plugs Kept in Stock.

Sole Agents for Celebrated

L. C. B. American Field, Pantilla, Our Nickle, The Rats, Fox's Clipper.

76 South Division St., Grand Rapids, Mich.

EXCLUSIVELY WHOLESALE.  
ORDER SAMPLE M BY MAIL.

The "GOOD ENOUGH" Family



Lamps are filled direct by THE PUMP without lifting the Can. The Filling Tube adjusting to suit the height of any lamp. Any overflow or drippings are returned to the Can through an opening in the center of the top. When closed the Filling Tube enters this opening, preventing evaporation from EITHER PUMP OR CAN.



OIL AND GASOLINE CAN!

Every Live Dealer Should Sell Them.

This is the Most Practical, Large-Sized Family Can in the Market. It should be an object with dealers, when possible, to do away with the annoyance and frequent filling of small cans. A little effort and a slight difference in the price of oil in quantities will insure you a good trade in these cans, and guarantee your customers Absolute Safety and the Greatest Possible Convenience.

NEEDED IN EVERY FAMILY WHERE OIL IS USED.  
OVER 200,000 IN ACTUAL USE!  
DON'T BE HUMBUGGED

With Cheap and Worthless Imitations. Buy the Original, the Genuine, Old Reliable "GOOD ENOUGH."

MANUFACTURED BY

WINFIELD MAN'G CO., WARREN, OHIO.

SEND FOR COMPLETE CIRCULARS AND PRICE-LIST.

FOR SALE IN GRAND RAPIDS BY

CURTISS, DUNTON & CO., Wholesale Paper & Woodenware,  
FOSTER, STEVENS & CO., - - - Wholesale Hardware,  
H. LEONARD & SONS, - - - Wholesale Crockery.

ORDER A SAMPLE CASE

Family "Hob Nail" Baking Powder,

Packed 2 doz. 1 lb. cans in case  
with 2 doz. 10 inch Oblong Glass  
Dishes Assorted Colors for \$8.40.

We Guarantee the above Baking Powder to give Entire Satisfaction.

Arctic Manufacturing Co.

GRAND RAPIDS, MICH.

JENNINGS'

Flavoring Extracts

Are acknowledged the best, being pure and made from the Fruit.

JENNINGS & SMITH, G'd Rapids, Mich.

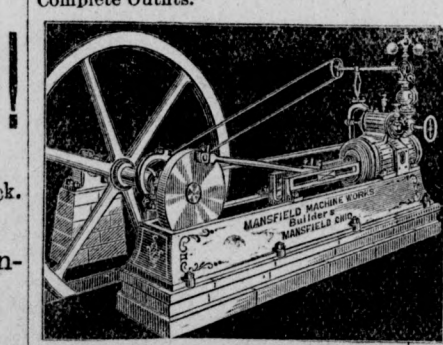
THE BEST IN THE MARKET.



Order a case from your Jobber. See Quotations in Price-Current.

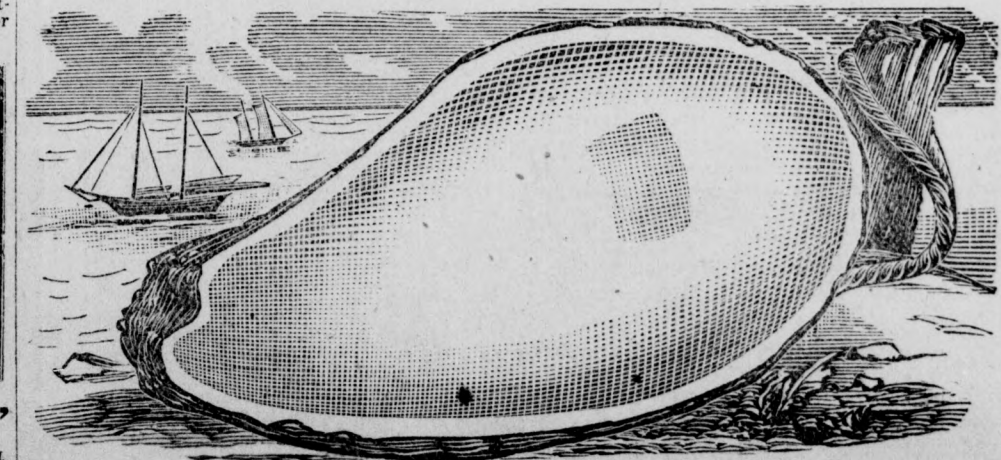
PORTABLE AND STATIONARY  
ENGINES

From 2 to 150 Horse-Power, Boilers, Saw Mills, Grist Mills, Wood Working Machinery, Shafting, Pulleys and Boxes. Contracts made for Complete Outfits.



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

F. J. DETTENTHALER,



Sole Agent for H. F. Hemingway & Co.'s Celebrated Baltimore

Oysters

In cans, kegs and barrels.

Mail Orders Will Receive Prompt Attention.

See Quotations in Another Column.

117 MONROE ST.,  
Grand Rapids, Mich.

"JOLLY TAR" PLUG TOBACCO. BULKLEY, LEMON & HOOPS.

BULKLEY, LEMON & HOOPS,

Importers and

Wholesale Grocers.

Sole Agents for

Lautz Bros. & Co.'s Celebrated Soaps.

Niagara Starch Co.'s Celebrated Starch.

"Jolly Tar" Celebrated Plug Tobacco, dark and light.

Jolly Time" Celebrated Fine Cut Tobacco.

Dwinell, Hayward & Co.'s Roasted Coffees.

Thomson & Taylor's Magnolia Coffee.

Warsaw Salt Co.'s Warsaw Salt.

"Benton" Tomatoes, Benton Harbor.

"Van Camp" Tomatoes, Indianapolis.

"Acme" Sugar Corn, Best in the World.

In addition to a full line of staple groceries, we are the only house in Michigan which carries a complete assortment of fancy groceries and table delicacies.

Mail orders are especially solicited, which invariably secure the lowest prices and prompt shipment. Satisfaction guaranteed.

25, 27 and 29 Ionia St. and 51, 53, 55, 57 and 59 Island Sts.,  
Grand Rapids, Mich.

HOGLE & CO.

Jobbers Michigan Water White and Legal Test Oils. Manistee and Saginaw Salt. Agricultural Salt. Warsaw Salt; pockets, all sizes, and barrels. West Michigan Agents for Prussing's Celebrated Vinegar works. Write for quotations.

Warehouse: Lee's Ferry Dock, MUSKEGON, MICH.

FULLER & STOWE COMPANY,

Designers

Engravers and Printers

Engravings and Electrotypes of Buildings, Machinery, Patented Articles, Portraits, Autographs, Etc., on Short Notice.

Cards, Letter, Note and Bill Heads and other Office Stationery a Leading Feature.

Address as above

49 Lyon Street, Up-Stairs, Grand Rapids, Mich.



# The Michigan Tradesman.

A JOURNAL DEVOTED TO THE  
Mercantile and Manufacturing Interests of the State.

E. A. STOWE, Editor.

Terms \$1 a year in advance, postage paid.  
Advertising rates made known on application.

WEDNESDAY, SEPTEMBER 29, 1886.

**Michigan Business Men's Association.**  
President—Frank Hamilton, Traverse City.  
First Vice-President—Paul P. Morgan, Monroe.  
Second Vice-President—E. J. Herick, Grand Rapids.  
Secretary—E. A. Stowe, Grand Rapids.  
Treasurer—Julius Schuster, Kalamazoo.  
Executive Committee—President, First Vice-President,  
Second Vice-President, Secretary, Treasurer,  
Committee on Trade Interests—Smith Barnes, Traverse City;  
P. H. Roney, Kalamazoo; A. W. Westgate, Che-  
boygan.  
Committee on Legislation—W. E. Kelsey, Ionia; J. V.  
Crandall, Sand Lake; J. P. Clark, Big Rapids.  
Committee on Membership—H. S. Church, Sturgis; B.  
F. Emery, Grand Rapids; the Secretary.

**Detroit Retail Grocers' Association.**  
President, John Blesed; Vice-President, Robert Barrie;  
Secretary, E. Kundinger; Treasurer, Henry Nebe.

## THE STATE CONVENTION.

The meeting of delegates from the various local business associations of Michigan, which was held at Grand Rapids last week and which resulted in the organization of the Michigan Business Men's Association, marks a new era in the business life of this State. The admirable aims and objects set forth in the constitution appeal to the sturdy good sense of every decent citizen, and their enthusiastic adoption by a representative body of business men portends important changes in present business methods—changes which cannot fail to work for the betterment of all concerned. The amount of space given to a complete report of the convention necessarily precludes extended editorial mention at this time, but THE TRADESMAN will take occasion to review the work of the convention, and its results, from week to week.

Nothing but the fear of being thought ungrateful impels THE TRADESMAN to return thanks for the generous treatment accorded both paper and editor on the occasion of the recent State convention of business men. While not admitting that it merits such unstinted approbation, it takes some credit to itself for espousing the cause of organization and giving it all the impetus possible; for not being obtrusive in pushing itself upon the trade nor assuming to speak for the trade as one in authority. To these facts THE TRADESMAN attributes the kind words said in its behalf—words which do not serve to make it self-satisfied, but which spur it on to renewed activity in the cause of organization and integrity in business transactions.

An instance of co-operation run to seed is afforded by the endeavor of an Allegan man to start a co-operative coffin factory. Circulars were recently sent out to 200 granges, asking each to take \$15 of the capital stock, but less than one in ten responded. The man who is engineering the project assures his patrons that caskets can be sent anywhere within 300 miles at one-half the price demanded by local dealers.

The Detroit News pays the State Association the following compliment:  
The Michigan Business Men's Association proposes to carry on the war until every dead-end trembles in his boots and the credit system is abolished. It will be a happy day for many poor workmen and women when the last named object is accomplished.

Detroit grocers cannot longer be accused of being behind their brethren in other towns in the State, a Retail Grocers' Union having been formed last Friday evening.

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

A. L. Power, general dealer at Kent City, has added a line of hardware. Foster, Stevens & Co. furnished the stock.

Werner & Werner have engaged in the tobacco and cigar business at 20 West Bridge street. Clark, Jewell & Co. furnished the stock.

J. F. Hacker, the Corinth general dealer, now offers 40 per cent. in full settlement, several creditors having refused to take the preferred 25 per cent.

Mulder Bros., grocers at 625 Broadway, have started a branch store at the corner of Jefferson street and Shawmut avenue. Cody, Ball & Co. furnished the stock.

L. E. Patton, formerly engaged in the wall paper and picture business, will shortly engage in the tea and coffee business at 143 Monroe street under the name of the Oriental Tea Co.

Ira O. Green states that he proposes to re-engage in the wholesale grocery business on a more extensive scale than formerly. He has engaged Chas. H. Ellis to work the Northern trade and will shortly arrange for a city salesman.

A report was in circulation at this market last week to the effect that the Detroit wholesale grocery house of Phelps, Brace & Co. proposed to establish a branch here. Later in the week it was affirmed that Sam. B. Sinclair, the "Co." of the firm, would have charge of the establishment. THE TRADESMAN has endeavored to trace the rumor to its source and is inclined to the opinion that it originated in the determination of Mr. Sinclair to take up his residence in Grand Rapids, pending the settlement of his uncle's estate, of which he is administrator. Mr. Sinclair will maintain his connection with Phelps, Brace & Co. and

continue his visits to the retail trade, but the firm will not carry a stock at this market.

## AROUND THE STATE.

W. C. Bennett, druggists at Detroit, has sold out.  
J. D. Nichols, grocer at Quincy, has been attached.  
John Tromley, general dealer at New Baltimore, has assigned.  
B. W. Long succeeds Davis Bros. in the drug business at Lansing.  
G. W. Hatch has sold his general stock at Morley to Henry Strope.

Lindstrom & Loven will shortly engage in general trade at Tustin.  
Hyatt & Curtis succeed Leal & Shepard in general trade at Linden.

Fred Crane succeeds Crane & Torrey in the grocery business at Albion.  
Brown Bros. succeed J. L. Fuller in the boot and shoe business at Mason.

Fred. Epley succeeds Sterling & Epley in the grocery business at Stanton.

M. E. Charles succeeds Sickles & Co. in the grocery business at Petersburg.  
H. E. Green succeeds H. E. Green & Co. in the hardware business at Morenci.

R. J. Birney succeeds Birney & Wisner in the drug business at Saginaw City.

J. H. Herr succeeds Herr & Walton in the grocery business at Benton Harbor.

J. F. Marshall succeeds Wilson & Marshall in the grocery business at Nashville.

H. D. Treat & Co. succeed H. D. Treat & Bowen in the grocery business at Ovid.

M. A. Knox, formerly engaged in the grocery business at Tustin, has gone to Saginaw.

Harrington & Smith, of Cassopolis, are closing out their dry goods and grocery business.

John Lammiman succeeds C. Napper & Son in the grocery and bakery business at North Branch.

John K. Trost succeeds Congleton & Vaughn in the grocery and boot and shoe business at Clio.

W. H. Whitmarsh succeeds Easterly & Whitmarsh in the grocery and provision business at Milan.

Kocher Bros., of Nashville, have opened their new dry goods store. The building is 26x102, three stories high.

John F. Gauweiler has purchased the general stock of L. L. Cavender, at Croton, and will continue the business.

J. R. Bennett has sold his drug and liquor business at Muskegon, to J. R. Tweedale, of Muskegon, and A. Tweedale, of Constantine, who will continue the business under the firm name of J. R. Tweedale & Co.

Hastings' Banner: Frank and Chas. Houghtalin have purchased of Henry Newton the latter's stock of groceries and provisions, and will continue the business at the store occupied by Mr. Newton. The firm named will be Houghtalin Bros.

Collier & Carlson, general dealers and manufacturers of hardwood lumber at Gilbert, have dissolved partnership. D. C. Collier succeeds in the mill and lumber business and Andrew Carlson in the general merchandising business.

## STRAY FACTS.

A. G. Tompkins, jeweler at Manchester, has assigned.

Mrs. E. W. Dickinson, milliner at Iron Mountain, has sold out.

J. Roemer & Co., meat dealers at Manistique, have sold out.

H. J. Murbach, agricultural implement dealer at Riga, has assigned.

J. J. Keefe, miller at Blissfield, is succeeded by the Keefe Milling Co.

John C. Cole succeeds Wm. H. Myers in the harness business at Hastings.

John Wyman succeeds H. J. Murbach in agricultural implement business at Riga.

G. W. Kimball succeeds Kimball & Bacon in the agricultural implement business at Ionia.

Henry Kufahl succeeds Kufahl & Dieck in the grocery and saloon business at East Saginaw.

Ritzenthaler & Stearns succeed Holmes & Stearns in the confectionery business at Kalamazoo.

A. H. Armitage has disposed of his grist mill at Shelby to Christian Morningstar, of the same place.

E. F. Waller succeeds Waller & Wolf in the sewing machine and musical instrument business at Muskegon.

Thos. Bowey & Co., of Lapeer, have purchased a tract of pine land near Rogers City, and will erect a small mill there.

The new name factory is now in operation at Traverse City, and logs are arriving by lake and rail to be used up in it.

Asa Smith's cheese factory, 100 cheese, barn, grain and 100 tons of hay in Livonia took fire from a threshing engine and were burned. Loss \$2,000.

Hannahl, Lay & Co. have put in a camp of men at the head of Boardman lake, for the purpose of improving the channel of Boardman river for log driving.

Burt's private banking house, at St. Ignace, will be merged into a new corporation, to be known as the St. Ignace National Bank, with a capital stock of \$50,000.

## "Won an Envious Position."

From the American Artisan.  
THE MICHIGAN TRADESMAN, of Grand Rapids, has won an enviable position in the commercial world in the three years of its existence, and now enters upon its fourth year with the most flattering prospects. It is the champion of organization on the part of the retail trade for protection and the advancement of their best interests. We sincerely congratulate THE TRADESMAN upon its success.

**Detroit Grocers Arranged on the Side of Progress.**  
DETROIT, Sept. 25, 1886.

E. A. Stowe, Grand Rapids:  
DEAR SIR—Stimulated by the success attending the organization of the Grand Rapids and Kalamazoo grocers, about 100 representative grocers assembled in the Cowie building last evening and resolved to proceed to the organization of a Retail Grocers' Union. A constitution was adopted, by which we pledge ourselves to the following: The prevention of wholesalers selling to consumers; the establishment of a reliable collection agency and suppression of the deadbeat; the regulation of the peddler nuisance; the formation and adoption of a national uniform standard of weights and measures, and the establishment of a trade custom of buying and selling by weight instead of guess, measurement and irregular packing; protection against the adulteration of goods, fictitious labels, dishonest trade and short weight and measures; trade arbitration and other reforms.  
Election of officers resulted as follows:  
President, John Blesed; Vice-President, Robert Barrie; Secretary, E. Kundinger; Treasurer, Henry Nebe; Directors, J. F. Williams, F. C. Mueller, E. H. Manley, Duncan King, Jr., and M. F. Cousine.  
Detroit grocers have been slow to take action on the question of organization, but they do not propose to lag at the rear end of the procession.  
GROCEER.

## Purely Personal.

Dr. Hammond, of the firm of Osborn & Hammond, druggists at Luther, is spending a few days in the city.

J. McVicar and "Mrs. Mac." have closed the Spring Lake House for the season and returned to the active management of the St. Charles Hotel, at Fremont.

John Read caught a pickerel thirty-four inches long in Grand River Sunday. The fish weighed nine pounds and was hooked about six miles above the city.

L. B. Smith, the Wayland cheese manufacturer, was in town last Thursday. He has little cheese on hand, but expects to double his product next year. He will soon start up his new feed mill.

## The Old Committees Hold Over.

GRAND RAPIDS, Sept. 25, 1886.

Editor MICHIGAN TRADESMAN:  
DEAR SIR—I am in receipt of numerous enquiries as to who constitute the committees of the State Division for 1886-7. Up to date, I have received no notification from the appointee—President Kelsey—and therefore wish to state to all enquirers that the old committees hold over until the new ones qualify. I have received letters of acceptance from all the Directors, the Sergeant-at-Arms, the Chaplain and Vice President.  
LEO A. CARO,  
Sec'y-Treas. Mich. Div.

## Not a Fair Criterion.

One thousand non-subscribers will receive this issue of THE TRADESMAN, and to them is due the statement that this number is not a fair criterion, inasmuch as much space ordinarily devoted to department matters is given up to the publication of the entire proceedings of the State convention. Regular subscribers will probably approve of the change, but those who are not familiar with the paper should not judge it wholly by the contents of the present issue.

## The Grocery Market.

Business is lively. Collections are satisfactory. Sugars have declined  $\frac{1}{4}$  c. Package coffees are off  $\frac{1}{2}$  c. Round herring are higher. Salt has declined 2c, being now held at 88c per barrel. Other articles in the grocery line are steady.

Lovely & Toms, grocers, Big Rapids: "We cannot do without THE TRADESMAN."  
J. A. Sheffield & Son, grocers, Vestaburg: "We cannot spare your paper from our desk."

## MISCELLANEOUS.

Advertisements of 25 words or less inserted in the column at the rate of 25 cents per week, or 50 cents for three weeks. Advance payment.  
Advertisements directing that answers be sent in care of the office must be accompanied by 25 cents extra, to cover expense of postage, etc.

**WANTED**—A registered pharmacist who has had extensive experience. Must have reference as to honesty and ability. Address J. M., Box 435, Reed City, Mich. 163

**WANTED**—Employment, office preferred, eighteen years' experience, wholesale and retail, clerk, book-keeper and traveling salesman—mostly in hardware trade. Will go anywhere in the State. Address 282, care The Tradesman. 160

**WANTED**—Grocery clerk who has had some experience, and can talk Holland. Address, with references, or call on Peter Schuit, 537 Ottawa st., Grand Rapids, Mich. 157

**WANTED**—To know of some little town in Northern Michigan in need of a barber shop. Address Box 19, Kalamazoo, Eaton County, Mich. 154

**WANTED**—Situation by young man in a general or grocery store. Four years' experience. Best references. Address H. Box 354, Fremont, Mich. 150

**WANTED**—Steady boy of artistic taste to learn wood engraving. Apply to Fuller & Stowe Company, 49 Lyon street. 159

**FOR SALE**—1,000 cords seasoned beach wood, delivered in Grand Rapids for \$1.45. Geo. Gokey, West Olive, Mich. 153

**WANTED**—Situation by a registered pharmacist, who has had extensive experience. Must have reference as to honesty and ability. Address E. R., Box 35, Climax, Mich. 158

**FOR SALE**—Stock of drugs and groceries in Carson City. Will be sold at a great bargain and on very desirable terms. Address for information, Arthur Meigs & Co., Grand Rapids, Mich. 158

**FOR SALE**—My store is 20x56 feet, 18 ft. post, with hall overhead. House new, 18x28, 14 x 16 ft. 1 main floor, 18 ft. post, 12 ft. post, good cellar. Barn 20x30, with shed attached, 30x32, all 18 ft. post. Splendid well, good electricity; a little over  $\frac{1}{2}$  acre of land, situated in center of town. The best location in the township. \$2,000, half down and balance on easy terms. Sold \$7,000 worth of goods the past year. Reason for selling—other business. Will sell about \$2,300. For further information, write me, Chas. Glasgow, South Cass, Ionia county, Mich. 159

**IF YOU WANT**—to get into business, to sell your business, to secure additional capital, to get a situation, if you have anything for sale or want to buy anything, advertise in the Miscellaneous Column of THE TRADESMAN. A twenty-five word advertisement costs but 25 cents a week or 50 cents for three weeks.

## WHOLESALE PRICE CURRENT.

These prices are for cash buyers, who pay promptly and buy in full packages.

AXLE GREASE.		
Challenge	80 Paragon	2
Frazer's	90 Paragon 25 lb pails	1
Diamond, X	60 Frazer's, 25 lb pails	1
Modoc, 4 doz.	2 50	
BAKING POWDER.		
Acme, 1/2 lb cans, 3 doz. case		1
" 1/2 lb " 1 " "		3
" Bulk		1
Princess, 1/2 lb		2
" 1 lb		4
Artic, 1/2 lb cans, 6 doz. case		1
" 1/2 lb " 1 " "		2
" 1 lb " 2 " "		12
Victoria, 1 lb cans, (tall), 2 doz.		12
Diamond, "bulk,"		1
BLUING.		
Dry, No. 2	doz.	25
Dry, No. 3	doz.	45
Liquid, 4 oz.	doz.	35
Liquid, 8 oz.	doz.	65
Artic 4 oz.	9 gross	3
Artic 8 oz.		7
Artic 16 oz.		12
Artic No. 1 pepper box		2
Artic No. 2		3
Artic No. 3		4
BROOMS.		
No. 2 Hurl	2 40 Parlor Gem	3
No. 1 Hurl	2 25 Common Whisk	90
No. 2 Carpet	2 50 Fancy Whisk	1
No. 1 Carpet	2 75 Mill	3
CANNED FISH.		
Clams, 1 lb, Little Neck		1
Clam Chowder, 3 lb		2
Cove Oysters, 1 lb standards		35 00
Cove Oysters, 2 lb standards		1
Lobsters, 1 lb picnic		1
Lobsters, 2 lb picnic		2
Lobsters, 1 lb star		2
Lobsters, 2 lb star		3
Mackerel, 1 lb fresh standards		1
Mackerel, 5 lb fresh standards		4
Mackerel in Tomato Sauce, 3 lb.		3
Mackerel, 3 lb in Mustard		3
Salmon, 1 lb Columbia river		1
Salmon, 2 lb Columbia river		2
Sardines, domestic 1/2 lb		7 00
Sardines, domestic 1/4 lb		12
Sardines, imported 1/2 lb		14
Trout, 3 lb brook		4
CANNED FRUITS.		
Apples, 3 lb standards		75
Apples, gallons, standards		2
Blackberries, standards		1
Cherries, red standard		95
Damsons		1
Egg Plums, standards		1 20 1/2
Green Gages, standards 2 lb.		2 25
Peaches, Extra Yellow		1
Peaches, standards		1
Peaches, seconds		1
Pineapples, standards		1
Pineapples, Johnson's sliced		60
Pineapples, Johnson's, grated		2
Quinces		1
Raspberries, extra		1 20 1/2
Strawberries		1 10 1/2
CANNED VEGETABLES.		
Asparagus, Oyster Bay		3
Beans, Lima, standard		8
Beans, Stringless, Erie		9
Beans, Lewis' Boston Baked		1
Corn, Archer's Trophy		1
" Morning Glory		2
" Acme		1
" Maple Leaf		9
" Excelsior		1
Peas, French		1
Peas, extra marrowfat		1
Peas, standard		7
Pumpkin, 3 lb Golden		7
Succotash, standard		75 00
Squash		1
Tomatoes, standard brands		1
CHEESE.		
Michigan full cream		11 @ 12
York State, Acme		@ 12 1/2
CHOCOLATE.		
Baker's	37 German Sweet	23
Runkles	35 Vienna Sweet	22
COCAONUT.		
Schepps, 1 lb		@ 25
" 1 lb and 1/2 lb		@ 20
" 1/2 lb tin pails		@ 27 1/2
" 1 lb		@ 28 1/2
Maltby's, 1 lb		@ 29 1/2
" 1 lb and 1/2 lb		@ 26 1/2
" 1 lb		@ 24 1/2
Manhattan, pails		@ 18 1/2
Peerless		@ 16
COFFEES.		
Green.	Roasted.	
Rio, 11 1/2 @ 13	Rio, 12 @ 16	
Golden Rio, 15	Golden Rio, 16 @ 18	
Santos, 14 @ 15	Santos, 18	
Maricao, 13	Maricao, 18	
Java, 20 @ 22	Java, 24 @ 28	
O. G. Java, 20 @ 22	O. G. Java, 26	
Mocha, 22	Mocha, 26	
COFFEES—PACKAGE.		
60 lbs 100 lbs 300 lbs		
XXXX	15 1/2 15 1/2 15 1/2	
Arbuckle's	15 1/2 15 1/2 15 1/2	
Dillworth's	15 1/2 15 1/2 15 1/2	
Standard	15 1/2 15 1/2 15 1/2	
Grand A	15 1/2 15 1/2 15 1/2	
Lion	15 1/2 15 1/2 15 1/2	
Magnolia	15 1/2 15 1/2 15 1/2	
Royal	15 1/2 15 1/2 15 1/2	
Excelsior	15 1/2 15 1/2 15 1/2	
Silver King	21 21 21	
Mexican	16	
CORDAGE.		
60 foot Jute	1 25 50 foot Cotton	1
72 foot Jute	1 25 50 foot Cotton	1
40 foot Cotton	1 50 72 foot Cotton	2
CRACKERS AND SWEET GOODS.		
Kenosha Butter		5 6 1/2
Seymour Butter		5
Butter		4 1/2
Fancy Butter		4 1/2
Pie		5
Pie		4 1/2
Fancy Oyster		4 1/2
Fancy Soda		4 1/2
City Soda		5
Soda		5
Milk		7
Boston		8
Graham		8
Old Meal		8
Pretzels, hand-made		11 1/2
Pretzels		10
Crackers		13 1/2
Lemon Cream		7 1/2 8 1/2
Frosted Cream		7 1/2 8 1/2
Ginger Snaps		7 1/2 8 1/2
No. 1 Ginger Snaps		7 1/2
Lemon Snaps		12 1/2
Coffee Cakes		8 1/2
Wafers		13 1/2
Jumbles		12 1/2
Extra Honey Jumbles		12 1/2
Frosted Honey Cakes		12 1/2
Cream Cakes		12 1/2
Bagels Gums		12 1/2
Seed Cakes		12 1/2
S. & M. Cakes		8 1/2
FISH.		
Cod, whole		3 1/2 @ 4 1/2
Cod, boneless		5 00 5 00
Halibut		2 00 2 00
Corned Beef		1 50 1 50
Herring, 1 lb		1 50 1 50
Herring, Holland, bbls		11 00
Herring, Holland, kegs		75 00
Herring, Sealed		60 00
Mackerel, shore, No. 1, 1/2 bbls		6
" " " " " " " "	12 lb kits	1
" " " " " " " "	10 "	3
" " " " " " " "		3
Shad, 1/2 bbl	No. 3, 1/2 bbls.	2 25 2 50
Trout, 1/2 bbls		4
" 10 lb kits		6
White, No. 1, 1/2 bbls		90
White, No. 1, 10 lb kits		80
White, No. 1, 10 lb kits		80
White, Family, 1/2 bbls		2
" " " " " " " "	kits.	1
FRUIT JARS—MASON.		
Pints		@ 9 50
Quarts		@ 10 50
Half Gallons		@ 13 50
Disk cap, quarts		@ 11 00
" 1/2 gals		@ 14 00
FLAVORING EXTRACTS.		
Jennings' D. C., 2 oz.	Lemon.	Var
" 4 oz.	1/2 doz.	1
" 6 oz.		1
" 8 oz.		1
" 10 oz.		1
" No. 4		1
" 1/2 pint, round		4
Extra Honey Jumbles		9
No. 3 panel		1
No. 8		2
No. 10		4



VISITING BUYERS.

The following retail dealers have placed the market during the past week and visited orders with the various houses:

- Stickney & Co., Paris.  
O. H. Shurtliff, Shurtliff Bros., Cross Village.  
Geo. H. Remington, Bangor.  
J. E. Reed, Reed & Sons, Montague.  
Geo. W. Warren, Big Rapids.  
J. E. Dunham, Jack & Jake, Three Rivers.  
E. P. Stiles, Stiles Bros., Ashton.  
S. M. Wright, Big Sprites.  
M. R. Griffin, Coopersville.  
L. B. Smith, Wayland.  
O. P. DeWitt, St. Johns.  
Geo. J. Moog, Whitehall.  
G. A. Estes, Tustin.  
A. Massie, Greenville.  
E. W. Pickett, Wayland.  
E. S. Houghtaling, Hart.  
A. McKinnon, Shelby.  
O. F. & W. P. Conklin, Ravenna.  
Gibbs Bros., Mayfield.  
Sidney Stark, Allendale.  
Peter Wyngard, Vriesland.  
Den Herder & Tait, Vriesland.  
John Kamps, Zutphen.  
A. Purchase, South Blension.  
Voorhorst & Co., Overisel.  
A. & L. M. Wolf, Hudsonville.  
Geo. E. Cook, Grove.  
Wm. Karsten, Beaver Dam.  
H. Andro & Son, Jenisonville.  
Brusse Bros., Holland.  
H. Baker & Sons, Drenthe.  
H. M. Harroun, McLain.  
Mrs. G. Muller, Muskegon.  
Walter Straub, Holland.  
C. F. Sears, Rockford.  
Geo. A. Sage, Rockford.  
Hose & Judson, Cansonsburg.  
W. W. Peirce, Moline.  
E. M. Reed, Coopersville.  
J. F. Hacker, Corinth.  
O. W. Messenger, Rock Lake.  
Sisson & Lilly, Lilly P. O.  
R. B. McCulloch, Berlin.  
C. W. Ives, Rockford.  
East McMillan, Rockford.  
DeVries, Jamestown.  
L. Perigo, Burnip's Corners.  
Naragang & Son, Byron Center.  
J. D. F. Pierson, Grand Rapids.  
C. F. Williams, Caledonia.  
James Riley, Dor.  
G. Ten Hoer, Forest Grove.  
W. P. Dockery, Rockford.  
L. W. Fisher, Dor.  
W. Reynolds, Belmont.  
A. M. Church, Englishville.  
A. C. Barkley, Crosby.  
Miss Durkee, Alton.  
F. Kirby, Douglas.  
Sarah Tompsett, Edgerton.  
H. A. Spink, Whitehall.  
M. S. Seville, Kalamazoo.  
C. H. Camp, Kingsley.  
J. McKelvey, Maple Grove.  
W. E. Kelsey, W. E. Kelsey & Co., Ionia.  
Frank Hamilton, Hamilton & Milliken, Traverse City.  
S. E. Wait, Traverse City.  
Smith Barnes, Hannah & Lay Mercantile Co., Traverse City.  
L. J. Quick, Allendale.  
M. D. Hunter, R. C. Hunter & Co., Lakeview.  
H. E. McNaughton, Coopersville.  
H. E. Johnson, Saranac.  
M. L. Lee, Nashville.  
Jas. Ryan, Sturgis.  
Henry S. Church, Sturgis.  
Frank A. Jensen, Muskegon.  
Paul P. Morgan, Monroe.  
J. V. Crandall, Sand Lake.  
G. H. Walbrink, Allendale.  
McDonnell Bros., Ravenna.  
H. Austin, Walker.  
J. W. Clotterhouse, Grandville.  
H. E. Hesseltine, R. K. Hesseltine & Son, Grandville.  
C. E. B. O'Brien, Pierson.  
C. B. Moon, Cedar Springs.  
Geo. W. Bevis, Tustin.  
H. D. Plumb, Mill Creek.  
L. A. Paine, Sparta.  
W. F. Walling, Walling Bros., Lamont.  
R. Gannon, White Cloud.  
J. E. Rice, Coopersville.  
J. Mann, Lisbon.  
J. C. Benbow, Cansonsburg.  
Geo. P. Stark, Cascade.  
Cole & Chappel, Ada.  
C. K. Hoyt, Hudsonville.  
G. Burlington, Bradley.  
Jas. Grannis, Six Corners.  
Jas. Barnes, Austin.  
H. K. Hoyt, Hudsonville.  
C. H. Deming, Dutton.  
D. W. C. Shattuck, Wayland.  
John Smith, Ada.  
Wm. VerMeulen, Beaver Dam.  
J. Raymond, Berlin.  
Paine & Field, Englishville.  
J. A. Liebler, Caledonia.  
Chas. Broit, Canada Corners.  
N. Bouma, Fisher Station.  
Alex. Denton, Denton & Loveley, Howard City.  
Wm. DePre, Zeeland.  
C. W. Skellinger, Rockford.  
A. S. Frey, Lake.  
John Cole, Fremont.  
Gould & Belknap, Petoskey.  
A. P. Pierson, Spring Lake.  
H. P. Whipple, Kingsley.  
N. W. Drake, Bangor.  
Wagner & McElroy, Cedar Springs.  
Mr. Teachout, Teachout & Roedel, White Cloud.  
R. Kanters, R. Kanters & Son, Holland.  
Dr. Burnett, Mancelona.  
A. Bosch, New Holland.  
Colby & Co., Rockford.  
M. M. Cole, Cedar Springs.  
Dickenson & Raymond, Fennville.  
H. B. Irish, Lisbon.  
G. A. Botteja, Grand Haven.  
J. M. Coyne, Carleton Place.  
B. Gilbert & Co., Moline.  
S. M. Leisure, Spring Grove.  
Geo. Carrington, Trent.  
L. S. Boice, Hastings.  
Mr. H. Hinds, Kilmartin, Orange.  
A. L. Power, Kent City.  
Otto Bros., Middleville.  
John M. Cloud, Cadillac.  
A. W. Blain, Dutton.  
Jas. Raymond, Berlin.  
H. T. Baldwin, Luther.  
F. Narragan, Byron Center.  
H. P. Huling, Big Rapids.  
Chas. H. Loomis, Sparta Center.  
S. L. Alberts, Ravenna.  
H. J. Vansalman, Muskegon.  
H. H. Topping, Caledonia.  
Mr. Pringle, Pringle Bros., Muir.  
M. D. Haywood, Champion & Haywood, White Cloud.  
L. W. Baldwin, Fowler.  
Wm. Hightower, Fog & Hightower, Ferry.  
M. J. Howard, Englishville.  
Jay Marlatt, Trent.  
J. Omer, Wright.  
Thos. Cooley, Berlin.  
Conkling & Son, Keeler'sville.  
W. S. Hecho, Irving.  
L. C. Hoxley, Big Rapids.  
Norman H. Hoxley, Big Rapids.  
A. C. Barclay, Crosby.  
Veizy Bros., Lamont.  
Geo. Carrington, Trent.  
C. H. Bunker, Bailey.  
Nelson F. Miller, Lisbon.  
C. O. Bostwick & Son, Cansonsburg.  
J. W. Clotterhouse, Grandville.  
De Cooper, Corinth.  
John Scott, Lowell.  
A. & E. Berzy, Caledonia.  
L. Schorff, Clarksville.  
Mr. Loup, Loup & Morgan, Lowell.  
Ashton Bros., Traverse City.  
M. Languis, Zeeland.  
Moreley Bros., Cedar Springs.  
E. H. Ballard, Sparta.  
A. Mapes, Mendon.  
J. H. Killmer, Saranac.  
C. Johnson, Tustin.  
H. Harding, Bridgeton.  
S. T. McEllian, Denison.  
A. F. Harrison, Sparta.  
E. S. Hotsford, Dor.  
Mr. Woodson, Woodson & Woodson, Kalkaska.  
Geo. Scriber, Grandville.  
C. DeJonge, Holland.  
James Colby, Rockford.  
John Boonstra, Drenthe.  
Geo. C. Townsend, Baldwin.  
Darling & Roberts, Sparta.  
Hoag & Judson, Cansonsburg.  
W. Vermeulen, Beaver Dam.  
Lee Deuel, Bradley.  
J. Raymond, Berlin.  
Chilson & Son, Orange.  
W. Klappen, Holland.  
A. & L. M. Wolf, Hudsonville.  
John Smith, Ada.  
J. C. Benbow, Cansonsburg.  
A. DeKline, Jamestown.  
E. Shields, Holland.  
F. Boonstra, Drenthe.  
B. Volmar, Filmore Center.  
H. W. Potter, Jenisonville.  
L. Mauer, Fish Station.  
J. M. Reed, Grattan.

Mr. Kampenga, Kampenga & Lulofs, Muskegon.  
Mr. Philabaum, Philabaum & Howell, Muskegon.  
Mr. H. Williams, Leroy.  
J. W. Stevens, Austin.  
Geo. W. Chautau, Kingsley.  
A. G. Gaudin, Lamont.  
E. Jarvis & Co., Fennville.  
D. B. Galentine, Bailey.  
Smith & Bristol, Ada.  
Brown & Cairns, Prairieville.  
D. J. Peacock, Ashland.  
J. M. Cook, Grand Haven.  
Farnham & Willem, Wetzell.  
H. W. Harvey, Bangor.  
G. P. Stark, Cascade.  
W. W. Peirce, Moline.  
Frank Hibbard, Evart.  
A. W. Fenton & Co., Bailey.  
C. Miller & Co., Saugatuck.  
J. D. F. Pierson, Pierson.  
Hunt & Hunter, Lowell.  
C. Stocking, Grattan.  
Peter Dendel, Hopkins Station.  
Walker & Hewitt, Lansing.  
Dr. H. C. Peckham, Freeport.  
Dr. John Graves, Wayland.  
C. W. Ives, Rockford.  
R. A. Hastings, Sparta.  
Geo. E. Mills, Petoskey.  
G. C. Baker, Labarge.  
Osborn & Hammond, Luther.  
Grand-Girard & Co., Big Rapids.  
Severance & Rich, Middleville.  
W. O. Clark, Middleville.  
N. White, St. Louis.  
D. DeKrup, Zeeland.  
C. F. Williams, Caledonia.  
H. W. Rodenbaugh, Breesville.  
O. W. Messenger, Spring Lake.  
H. Johnston, Shelby.  
J. A. Liebler, Caledonia.  
Parkhurst Bros., Nunica.  
McVitt Bros., Spring Lake.  
M. M. Robson, Berlin.  
Mrs. Duren Bros., Holland.  
V. J. DeBri, Byron Center.  
J. Meijering, Niles.  
A. Wooley, Hastings.  
G. Justina & Co., Grand Haven.  
H. Andro & Son, Jenisonville.  
Stauffer & Cray, Hastings.  
F. L. Blake, Irving.  
J. Wormbrand, Muskegon.  
J. N. Covert, Carleton Center.  
L. N. Fisher, Dor.  
D. P. Hopkins, Plainwell.  
G. Bergman, Bauer.  
M. V. Gundrum, LeRoy.  
W. H. Bartholomew, Wayland.  
B. J. Whipple, Hoytville.  
N. Bouma, Fisher.  
H. D. Harvey, Bangor.  
Will Shirts, Shirts Bros., Shelby.  
Freeman & Jones, Mancelona.  
Geo. Cook, Grove P. O.  
R. Broedway, Drenthe.  
M. Burbank, Spring Lake.  
Bella Patterson, Spring Lake.  
M. Notter, Holland.  
J. Van Faroway & Bro., Beaver Dam.  
O. B. Morley.  
Mr. Kenney, Bode & Kenney, Ferry.  
F. B. Watkins, Monterey.  
Stitt & Knox, Hart.  
L. Kolkema, Holland.

The Gripsack Brigade.

Dave Haugh spent last week at Detroit in search of recreation and pleasure.  
Miss Hattie Caro, of Kansas City, Mo., is visiting her brother, Leo. A. Caro.  
F. M. Blout, representing Schuhl & Krag, of Indianapolis, was in town last week.  
Frank A. Dix, with W. F. McLaughlin & Co., of Chicago, put in several days at this market last week.  
L. J. Koster, representing Edson, Moore & Co., of Detroit, was in town last Saturday.  
W. D. Owen, representing Miller, Cissna & Co., wholesale clothiers of Chicago, was in town a couple of days last week.  
John Berg, representing J. C. Neemes & Co., the Chicago confectionery manufacturers, was in town last week.  
J. J. Kirk, Michigan and Ohio representative for the Muzzy Starch Co., was in town last week in charge of the Muzzy exhibit at the West Michigan fair.  
E. L. Jones, formerly on the road for T. H. Hinchman & Sons, but now general traveling representative for John A. King & Co., of Chicago, put in a couple of days at this market last week. Mr. Jones hails from Battle Creek, and is a State Director of the T. P. A.  
Leo. A. Caro has returned from New York, whither he went in response to an offer from Thurber, Whyland & Co., tendering him the position of cigar salesman for this state. Mr. Caro enters upon the duties of his new position October 1, taking Michigan and Northern Indiana and Ohio as his territory.  
The resignation of T. S. Quincy from a lucrative position with the Northwestern Commercial Travelers' Association, and his active identification with the T. P. A. is thought by those near to headquarters to foreshadow the establishment of an accident insurance feature in connection with the T. P. A. Opinions differ as to the wisdom of such a course.  
He Went Round.  
From the York's Companion.  
Before Bismark reconstructed the map of Europe, and made a united Germany, a dozen little principalities used to annoy travelers by stopping them at their frontiers, until they had satisfied the Custom House demands.  
A Yankee once showed his characteristic cleverness by outflanking one of these little "countries." He had gone to Europe to confirm his opinion that in the United States the lakes were larger, the mountains higher, the rivers deeper, the thunder louder, and the lightning sharper than could be found in all Europe. His carriage was stopped at the frontier of a petty prince's country. The Herr Ober, Controller at the Custom House, came forward, and, much to his indignation, was received in a nonchalant way. The Yankee was ungenerously enough not to get out of his carriage, or even to take off his hat. The Herr Ober sharply demanded the keys of the tourist's trunks, which his subordinates began handling roughly.  
"Here, hands off!" Shouted the Yankee. "I didn't come from the United States of America to be controlled by you. Put those trunks back. I'm in no hurry, and don't care for losing a day. You're no country; you're only a spot. I'll go around you!"  
And he did.  
"It's a Daisy."  
From the Cedar Springs Clipper.  
THE MICHIGAN TRADESMAN has entered upon its fourth year, and it's a daisy.

Muskegon Drug Clerks' Association.

MUSKEGON, Sept. 25, 1886.  
Editor MICHIGAN TRADESMAN:  
DEAR SIR:—The second and last Sept. meeting of the M. D. C. A. was held at the Arlington on the 22nd, all the members being present excepting two. President Terry called the meeting to order, and appointed O. Hopperstad as critic. After the reading of communications a short but interesting paper on "Alkaloids" was read by Geo. L. LeFevre. The evening was passed in discussing the paper read, and also some prescriptions, which were produced by one of the members. Altogether it was a very interesting meeting. Some new business of the Association was transacted and the critic's report was heard, when the meeting adjourned until Oct. 13.  
Yours truly L. B. GLOVER, Sec'y.

Hobson's Choice.

Jno. J. Dooley, agent for H. E. Bucklen & Co., of Chicago, has received a dispatch from his house, stating that hereafter no sample bottles of Dr. King's "Discovery" will be furnished Michigan druggists. The sentiment of the trade is decidedly against the sample bottle nuisance, but Bucklen & Co. thought they could force druggists to act contrary to their best interests. The trade of Grand Rapids has been cajoled and threatened by turns, but as they stood firmly by the position taken by the Grand Rapids Pharmaceutical society, Bucklen & Co. have been compelled to come to time.

Recent Pharmacy Appointment at Ann Arbor.

At the School of Pharmacy of the University of Michigan, Alvis B. Stevens, Ph. C., has been appointed for the lectures on pharmacy, following the resignation of Asst. Prof. Wramplemeier. Mr. Stevens is well known as a pharmacist at 33 Lafayette Avenue, Detroit. He graduated in pharmacy at Ann Arbor in 1875; was President of the Detroit Pharmaceutical Association for several years after its organization, and is one of the officers of the Michigan State Association.

PIONEER PREPARED PAINTS.

Order your stock now. Having a large stock of the above celebrated brand MIXED PAINTS, we are prepared to fill all orders. We give the following

Guarantee:

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.

Hazeltine & Perkins Drug Co.

CUSHMAN'S MENTHOL INHALER



NEURALGIA  
Quickly relieved by Cushman's Menthol Inhaler when all others fail. How is that possible? Because by inhalation the very volatile remedy is carried directly to the delicate nerve work of the nose and head, and applied directly to the nerves, and so rapidly assimilated that quick relief is obtained. It will last six months to one year, and the last grain is as potent as the first inhalation. You will find it sells rapidly. Retail price, 50c.

Michigan Drug Exchange.

Mills & Goodman, Props.

WANTED—Registered drug clerks, either pharmacists or assistants, who are sober, honest, industrious and willing to work on moderate salary.

WANTED—To purchase stock of from \$4,000 to \$2,000 in southern part of State in town of not less than 1,000 inhabitants, in which there are only two drug stores.

FOR SALE—Stock of \$1,800, in town of 1,000 inhabitants, doing very nice business. Terms very reasonable or will exchange for good real estate.

FOR SALE—Stock of about \$500 in small town. Reason for selling, other business which takes all his time. Business could be doubled by close attention.

FOR SALE—Stock of drugs and groceries of about \$4,000 in town of 1,000 inhabitants. Only three drug stores in town. Will exchange for good improved farm.

FOR SALE—Stock of about \$1,200 in town of 700 inhabitants. Doing good paying business.

FOR SALE—Stock of about \$1,200 in an inland town of about 200 in midst of fine farming region. Will also sell store and lot. Doing fine business.

FOR SALE—Stock of about \$500 well located in Grand Rapids.

ALSO—Many other stocks, the particulars of which we will furnish on application.

TO DRUGGISTS—Wishing to secure clerks I will furnish the address and full particulars of those on our list free.

An Enterprising House.

The Hazeltine & Perkins Drug Co. can always be relied upon not only to carry in stock the best of drugs, but have secured the agency for Dr. Peete's 35-cent Cough Cure, which they warrant. It will cure all Throat, Lung and Chest diseases, and has the reputation of being the best Cough cure ever discovered for Consumption.

WHOLESALE PRICE CURRENT.

ACIDS.		
Acetic, No. 8.	9 @ 10	
Acetic, P. (No. 8) 1000.	30 @ 35	
Carbolic.	30 @ 35	
Citric.	70 @ 75	
Muriatic 18 deg.	3 @ 5	
Nitric 36 deg.	11 @ 12	
Oxalic.	10 @ 12	
Sulphuric 66 deg.	3 @ 4	
Tartaric powdered.	50 @ 53	
Benzoic, English.	12 @ 15	
Benzoic, German.	12 @ 15	
Tannic.	12 @ 15	
AMMONIA.		
Carbonate.	12 @ 14	
Muriate (Powd. 22).	12 @ 14	
Aqua 16 deg or 18.	3 @ 5	
Aqua 18 deg or 41.	4 @ 6	
BALSAMS.		
Copaiba.	40 @ 45	
Fir.	1 @ 10	
Peru.	1 @ 10	
Tolu.	40 @ 45	
BARKS.		
Cassia, in mats (Powd 20c).	11	
Cinchona, yellow.	18	
Elm, select.	13	
Elm, ground, pure.	14	
Elm, powdered, pure.	15	
Sassafras, of select.	12	
Wild Cherry, select.	12	
Bayberry powdered.	18	
Hemlock powdered.	18	
Benzoic, English.	12 @ 15	
Soap ground.	12	
BERRIES.		
Cubeb prime (Powd 1 1/2 lb).	2 @ 10	
Juniper.	6 @ 7	
Prickly Ash.	50 @ 60	
EXTRACTS.		
Licorice (10 and 25 lb boxes, 25c).	27	
Logwood, bulk (12 and 25 lb boxes).	37 1/2	
Logwood, 125 lb boxes.	12	
Logwood, 1/4 lb.	13	
Logwood, 1/2 lb.	13	
Logwood, ass'd.	14	
Fluid Extracts—25 cent. off list.		
FLOWERS.		
Arnica.	12 @ 15	
Chamomile, Roman.	25	
Chamomile, German.	30	
GUMS.		
Aloes, Barbados.	60 @ 75	
Aloes, Socotrine (Powd 60c).	50	
Ammoniac.	25 @ 30	
Arabic, powdered select.	80	
Arabic, 3d picked.	85	
Arabic, 3d picked.	70	
Arabic, sifted sorts.	15	
Benzoin, prime (Powd 25c).	40 @ 45	
Camphor.	25 @ 27	
Catechu, 1/4 lb (1/2 lb 1/2 lb).	13	
Euphorbium powdered.	35 @ 40	
Gamboge.	80 @ 90	
Gualac, prime (Powd 45c).	35	
Kino (Powd 30c).	15	
Mastic.	1 @ 10	
Myrrh, Turkish (Powd 45c).	15	
Opium, pure (Powd \$4.00).	3 @ 15	
Shallac, Campbell's.	25	
Shallac, English.	20	
Shallac, native.	20	
Shallac bleached.	30	
Sterilized.	30 @ 40	
HERBS—IN OUNCE PACKAGES.		
Boarhound.	25	
Lobelia.	25	
Peppermint.	25	
Rue.	40	
Sage.	40	
Sassafras.	24	
Sweet Majoram.	35	
Tanzy.	15	
Thyme.	30	
Wormwood.	25	
IRON.		
Citrate and Quinine.	4 @ 10	
Solution mur., for tinctures.	20	
Sulphate, pure crystal.	7	
Citrate.	65	
Phosphate.	65	
LEAVES.		
Buchu, short (Powd 25c).	13 @ 14	
Sage, Italian, bulk (1/2 lb & 1/2 lb, 12c).	35 @ 35	
Senna, Alex. natural.	35 @ 35	
Senna, powdered.	45	
Senna tincture.	30	
Uva Ursi.	10	
Yarrow.	10	
Pogonion.	30	
Henbane.	35	
Rose, red.	2 @ 35	
LIQORS.		
W. D. & Co.'s Sour Mash Whisky.	2 @ 22 50	
Druggists' Favorite Rye.	1 @ 75 @ 80 00	
Whisky, other brands.	1 @ 75 @ 80 00	
Old Tom.	1 @ 75 @ 80 00	
Gin, Holland.	1 @ 75 @ 80 00	
Brandy.	1 @ 75 @ 80 00	
Catawba Wines.	1 @ 75 @ 80 00	
Port Wines.	1 @ 75 @ 80 00	
MAGNESIA.		
Carbonate, Patterson's, 2 oz.	22	
Carbonate, Jennings's, 2 oz.	22	
Citrate, H. P. C. solution.	2 @ 25	
Calcined.	65	
OILS.		
Almond, sweet.	45 @ 50	
Amber, rectified.	45	
Anise.	2 @ 10	
Bay.	2 @ 10	
Bergamot.	3 @ 10	
Castor.	1 @ 22 1/2 @ 25 00	
Croton.	1 @ 75 @ 80 00	
Sassafras.	75	
Cedar, commercial (Pure 75c).	35	
Citronella.	75	
Clove.	1 @ 75 @ 80 00	
Cod Liver, N. F.	1 @ 120	
Cod Liver, best.	1 @ 150	
Cod Liver, H. P. & Co.'s 16.	6 @ 10	
Sassafras.	8 @ 10	
Erigeron.	1 @ 10	
Fireweed.	2 @ 10	
Geranium 1/2 oz.	75	
Hemlock, commercial (Pure 75c).	35	
Juniper wood.	30	
Juniper berries.	2 @ 10	
Lavender flowers, French.	2 @ 10	
Lavender garden do.	1 @ 10	
Lavender spike do.	1 @ 10	
Lemon, new crop.	2 @ 10	
Lemon, Sanderson's.	2 @ 10	
Longon.	80 @ 10	
Sassafras.	75	
Olive.	2 @ 10	
Origanum, red flowers, French.	1 @ 10	
Origanum, No. 1.	1 @ 10	
Peppermint, white.	3 @ 25 @ 30 00	
Rose 1/2 oz.	8 @ 10	
Rosemary, French (Flowers \$1 50).	65	
Savory 1/2 gal.	1 @ 10	
Savory.	1 @ 10	
Sandal Wood, German.	4 @ 10	
Sandal Wood, W. I.	4 @ 10	
Sassafras.	75	
Spearmint.	6 @ 10	
Tansy.	4 @ 10 @ 25	
Tar (by gal 50c).	10 @ 12	
Wintergreen.	2 @ 10	
Wormwood, No. 1 (Pure \$4.00).	2 @ 10	
Wormseed.	2 @ 10	
POTASSIUM.		
Bromide, cryst. and gran. bulk.	12 @ 14	
Chlorate, cryst (Powd 25c).	22	
Iodide, cryst. and gran. bulk.	3 @ 10	
Prussiate yellow.	28	
ROOTS.		
Alkanet.	20	
Althea, cut.	25	
Arrow, St. Vincent's.	17	
Arrow, Kalm's, in 1/2 lb and 1/2 lb.	12	
Blood (Powd 18c).	12	
Calamus, peeled.	20	
Calamus, German white, peeled.	35	
Cassia, peeled.	20	
Gentian (Powd 15c).	11 @ 12	
Ginger, African (Powd 14c).	11 @ 12	
Ginger, Jamaica bleached.	12	
Golden Seal (Powd 50c).	20	
Heliochryse, white, powdered.	20	
Ipecac, Rio, powdered.	1 @ 10	
Jalap, powdered.	30	
Licorice, select (Powd 15c).	18	
Licorice, extra select.	20	
Pink, true.	80	
Rhei, from select to choice.	1 @ 10 @ 25 00	
Rhei, powdered E. I.	1 @ 10 @ 25 00	
Rhubarb, cut.	2 @ 10	
Rhei, choice cut fingers.	2 @ 10	
Serpentaria.	65	
Chest.	60	
Seneca.	60	
Black, 15 C. T.	40	
Sarsaparilla, Mexican.	20	

Squills, white (Powd 35c).	15
Valerian, English (Powd 30c).	20
Valerian, Vermont (Powd 25c).	20
SEEDS.	
Anise, Italian (Powd 20c).	15
Bird, mixed in 25 packages.	5 @ 9
Cummary, Smyrna.	4 @ 4 1/2
Curaway, best Dutch (Powd 20c).	15 @ 18
Cardamom, Aleppee.	1 @ 15
Cardamom, Malabar.	1 @ 15
Celery.	1 @ 15
Coriander, best English.	1 @ 15
Fennel.	1 @ 15
Flax, clean.	3 1/2 @ 15
Flaxseed, best.	4 @ 4 1/2
Foamgreen, powdered.	7 @ 8
Hemp, Russian.	4 1/2 @ 5 1/2
Mustard, white Black 10c.	10
Quinzo.	15
Rape, English.	6 @ 7
Worm, Levant.	7 @ 14
SPONGES.	
Florida sheecs' wool, carriage.	2 25 @ 2 50
Nassau do do	2 00
Velvet Exr do do	1 10
Extra Yr do do	85
Grass do do	85
Hard " for slate use.	75
Yellow Reef, do	1 40
MISCELLANEOUS.	
Alcohol, grain (bbl \$2.25 3/4 gal.	2 25
Alcohol, wood, 95 per cent ex. ret.	1 80
Anodyne Hoffman's.	50
Arsenic, Donovan's solution.	27
Arsenic, Fowler's solution.	50
Quinzo 1 lb rolls.	40
Alum.	2 1/2 @ 3 1/4
Alum, around (Powd lb).	3 @ 40
Ammonia, prime.	45
Ammonia, around, com.	4 1/2 @ 50
Arsenic, white, powdered.	6 @ 7
Blue Soluble.	50
Bay Rum, Rimpsted best.	2 00
Bay Rum, domestic, H. F. & Co's.	2 00
Balm Gilead Buds.	40
Beans, Tonka.	2 00
Beans, Vanilla.	7 00 @ 13
Bismuth.	2 10
Blue Pill (Powd 75c).	50
Blue Vitriol.	6 @ 7
Borax, 25 lb.	9 10
Cantharides, Russian powdered.	10
Capsicum Pods, African.	18
Capsicum Pods, African pow'd.	22
Capsicum Pods, Bombay do.	20
Carboline, No. 40.	4 00
Cassia Buds.	15
Calomel, American.	74
Chalk, prepared drop.	2
Chalk, precipitate English.	8
Chalk, red fingers.	8
Chalk, white lump.	2
Chloroform Sprub's.	1 25
Eucalypti gum.	2 10
Chloral hydrate, German crystals.	1 50
Chloral do do cryst.	1 75
Chloral do Scherlin's do.	1 90
Chloroform do do crusts.	2 10
Chloroform.	2 @ 40
Cinchonidia, F. & W.	15 @ 20
Cinchonidia, other brands.	9 @ 14
Cocaine, 25 lb.	25 @ 27
Cochineal.	40
Cocoa Butter.	20
Coppers (by bbl 1c).	2
Corrosive Sublimate.	70
Corks, X and XX.	2
Cream Tartar, pure, powdered.	2 @ 40
Cream Tartar, grocer's, 10 lb box.	15
Creosote.	50
Crucible, 1 lb.	20
Cuttle Fish Bone.	20
Dextrine.	12
Dover's Powder.	1 10
Dragon's Blood Mass.	10
Ergot powdered.	65
Ether Soub's.	10
Emery, Turkish, all No's.	8
Epsom Salt, 13 lb.	2 @ 40
Ergot, fresh.	5
Ether, sulphuric, U. S. P.	14
Flake white.	10
Grains Paradise.	90
Gelatin, Cooper's.	45 @ 70
Gelatin, French.	45 @ 70
Glassware, pint, 70 & 10, by box 60 & 10 less.	1 00
Opopodium.	1 00
Mace.	1 00
Madder, best Dutch.	12 1/2 @ 13
Manna, S. F.	1 00
Mercury.	1 00
Morrie, Parke, F. & W.	2 @ 15 @ 35
Moss, Canton, H. P. & Co's.	40
Moss, Iceland.	2 @ 10
Moss, Irish.	10
Mustard, English, 10 lb & 40 dis.	20
Mustard, grocer's, 10 lb cans.	20
Nutgalls.	23
Nutmegs, No. 1.	40
Nux 1 ounce.	40
Ointment, Mercurial, 1/2 d.	65
Paper Green.	18 @ 26
Pepper, Black Berry.	18 @ 26
Peppin.	2 50
Pitch, True Burgundy.	7
Quassia.	6 @ 7
Quinia, Sulph. P. & W.	10 @ 65 @ 70
Quinine, German.	60 @ 65
Red Precipitate.	2 @ 35
Sedilitz Mixture.	28
Styrchene, cryst.	1 60
Sodium Nitrate, 10 lb & 40 dis.	66 @ 60
Saffron, American.	2 @ 25
Sal Glauber.	2 @ 2
Sal Nitro, large cryst.	30
Sal Nitro, medium cryst.	2 @ 30
Sal Rochelle.	10
Sal Soda.	2 @ 24
Salicin.	2 15
Scotch Whisky.	2 15 @ 35
Snuff, Macaboy or Scotch.	35
Soda Ash, (by keg 3c).	50
Spermace.	4 1/2 @ 50
Soda, H. C.	10 @ 10
Scap, White Castle.	17
Soap, Green do.	17
Soap, Mottled do.	19
Soap, do.	17
Soap, Mazzini do.	14
Spirits Nitro, 3 F.	26 @ 28
Spirits Nitro, 4 F.	30 @ 32
Sulphur, powdered.	30 @ 35
Sulphur, flour.	3 1/2 @ 4
Sulphur, roll.	3 @ 34
Tartar Emetic.	60
Tar, N. C. Pine, 14 gal cans 3/4 doz.	2 75
Oil, Turpentine, 14 gal cans 3/4 doz.	2 75
Tar, do pints in tin.	1 00
Turpentine, Venice.	2 @ 25
Sulph. White, S. & F. brand.	55
Zinc Sulphate.	7 @ 8
OILS.	
White, winter.	Bbl Gal
Lard, extra.	70 75
Lard, No. 1.	45 55
Linsced, pure raw.	47 47
Linsced, boiled.	44 40
Oil, winter.	47 47
Spirits Turpentine.	40 45
VARNISHES.	
No. 1 Turp Coach.	1 10 @ 1 20
Extra Turp.	1 00 @ 1 10
Coach Turp.	1 00 @ 1 10
No. 1 Turp Furniture.	1 00 @ 1 10
Extra Turp Damar.	1 50 @ 1 60
Japan Dryer, No. 1 Turp.	70 @ 75
PAINTS.	
Red Venetian.	Bbl Lt
Rebre, yellow, 14 gal cans.	13 26
Oil, yellow Bermuda.	13 26
Putty, commercial.	2 1/2 2 1/2 @ 2 1/2
Putty, strictly pure.	2 1/2 2 1/2 @ 2 1/2
Vermin, primar American.	13 26
Vermin, English.	13 26
Green, Peninsular.	16 21
Lead, red strictly pure.	7 1/2 7 1/2 @ 7 1/2
Lead, white, strictly pure.	7 1/2 7 1/2 @ 7 1/2
Whiting, white.	7 1/2 7 1/2 @ 7 1/2
Whiting, Gliders.	7 1/2 7 1/2 @ 7 1/2
White, Paris American.	1 10
Whiting Paris English clup.	1 10
Pinece, prepared.	1 10
Swiss Villa Prepare Paints.	1 00 @ 1 20
OILS.	
ILLUMINATING.	
Water White.	11 1/2
Michigan Test.	10 1/2
LUBRICATING.	
Capitol Cylinder.	30 1/2
Model Cylinder.	31 1/2
Eldorado Engine.	23
Peerless Machinery.	20
Challenge Machinery.	19
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## The Michigan Tradesman.

### Origin of the Word Grocer.\*

Of all lines of trade there is, perhaps, none more generally interesting than the "grocery" business as conducted in the United States. I can say this from personal observation, as the first few years of my business education were passed in a wholesale grocery in New York City, and no opportunity was neglected that would show me where the goods I daily handled came from, and how made or produced; and I know from general contact with merchants in your line that but few have had the time, or have taken the trouble to post themselves concerning merchandise they buy and sell.

The extent and variety of the stock represented in a grocery store is not paralleled in any other line of business, and the various points from which merchandise is drawn is almost incredible. Take some of the simple articles which come readily to mind: Sugar from Cuba; raisins from Spain; teas from China; coffees from Brazil; punch from Sweden; pepper from Turkey; spermaceti from the Polar regions; honey from California, and wooden nutmegs from Connecticut.

It will no doubt interest you to know where the word "grocer" came from, and how it came to be used to cover the miscellaneous stock you deal in.

Wright's dictionary of obsolete words and terms gives grocer, a wholesale merchant, as one who speculates at markets and fairs, and claims this is the origin of the word. Now this may be so, but on further and more careful examination we find that at this same period as mentioned by Wright, a grocer meant a general dealer in goods, and was known as a "grossier," one who sells by the gross, or by wholesale. Ben Johnson says that it comes from grossier (from gross). So according to the direct definition and etymology of the word, it meant any one who sold in wholesale quantities, or by the gross.

Dealers in merchandise were of two kinds: Wholesalers, called grossiers or grossiers; and retailers, called regraters (hucksters). An old work, called "Putnam's World's Progress," gives the following: Grocers, one of the oldest trades in England, and anciently meant grossiers or monopolizers, as appears by statute 27, Edward III. The "Grocery Company" is one of the twelve chief companies in the city of London, incorporated in 1429.

Now, as you readily see, this does not refer in any way to your present line of business, but rather, as I have said, to any general wholesale business, and did not refer, as it does now, to the sale of sugars, teas and other edible commodities. Such dealers, or, rather, dealers in such commodities, were then called "spicers."

Richard Grant White, in his essay on misspelled words, draws attention toward the word "grossier," and says it should be used that way, instead of "grocer." But now, as it seems a very good word, and as we have grown used to it, we had better leave it as it is.

I can recall an old sign in New York City that read "Grocers and Spicers;" but when "spicers and grossiers" first merged into "grocers," I am at a loss to ascertain. As people's needs increased, and with them a desire for a more convenient place to buy general stocks of food it is natural the grocer has absorbed by degrees the many branches which were at one time distinctive trades, and we find now under the general head "grocer" what was formerly known as: The chandler—dealer and manufacturer of soap, candles, oil, etc.

The fish monger—dealer in all varieties of dried, fresh and smoked fish.

The wine and spirit merchant—whose occupation can well judge from the name.

The green grocer—or dealer in fresh garden products, butter, eggs, etc.

The poultryer—or dealer in live and dressed poultry, game, etc.

The spicer—or dealer in teas, sugar, spices, etc.

The tobacconist—the name fully indicates the business.

The Italian warehouse man—who sold fine oils, dried and preserved fruits, prunes, olives, sardines, etc.

The fruiterer—who dealt exclusively in tropical and domestic fresh fruits.

The cheese monger—or dealer in cheese.

You can readily see that in a country like America, where the progressive element predominates, and there being no time for barter, the merchant or grocer has gradually drawn all these several lines under his care, and merged them into his business, and now the grocer of to-day is a representative buyer of the food products of all countries. He is, perforce, an educator of tastes in the food which the people eat. It is through his industries and persuasions that even Americans were taught that it was just the thing to eat Russian caviar, although no one, after the first mouthful, could possibly prefer it to old Boston baked beans.

The grocer of to-day is a far different man to the spicer of three or four centuries ago. Then he was only one of the many trades, now the many trades center in him. You have reason to feel proud of your business, and of being a grocer. The step from the retailer to the wholesaler is but a short one. The intelligence required in retail business is not excelled by that needed by the wholesaler. There is no better educated class of men in trade than the grocer, and I will prove it when I tell you that three years ago at a banquet given to Lord Chief Justice Coleridge, of England, which was attended by the brightest legal and professional minds of our country, the crowning speech of the evening was made by a merchant, a wholesale grocer, Mr. Franklin MacVeagh, of Chicago.

\*Paper read by Robert M. Floyd before the first convention of the Michigan Business Men's Association.

A Grasping Shop-keeper.

From London Truth.

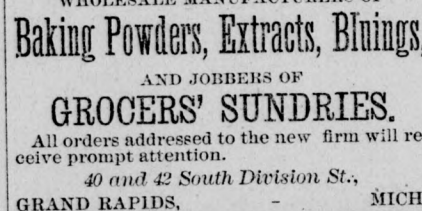
An American lady writes: I went some weeks since to a shop known as "The Diamond Merchant's Association," in the Strand, not far from Charing Cross. Whilst there I bought a gentleman's pin for seven shillings, with the understanding made particularly explicit by the salesman, that if the pin did not suit it was to be returned and the money refunded. This he (the salesman) repeated several times. The pin was unsatisfactory and was returned by a messenger in ten minutes. After some weeks had elapsed I stepped in for my seven shillings. I was refused the money, and told that exchanges were made in the shop, but no money refunded. After some moments of discussion, I said, "I have no time

to argue the matter. I present you with the seven shillings." To which the young person who had sold me the pin cheerfully replied, "Thank you, madam." Now, whether my seven shillings went as a tip to the clerk or as a donation to a glittering but enterprising oleomysary institution I do not know; but certainly I have been deprived of them in a most surprising manner. To an American woman, accustomed to the self-respect and independence of the American tradesman, such conduct seems pitiful. That a reputable firm, with thousands of pounds in the window, should clutch at seven shillings like a drowning man at a straw, is monstrous. Yet such is the case.



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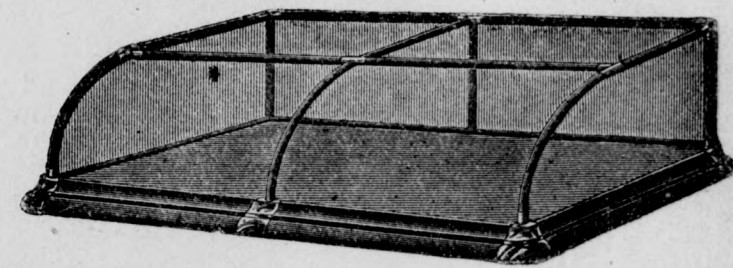
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