

The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 17, 1886.

NO. 165.

EDMUND B. DIKEMAN,

GREAT WATCH MAKER,

JEWELER.

44 CANAL STREET, GRAND RAPIDS, MICH.

LUDWIG WINTERNITZ,

Fermentum!

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

STEAM LAUNDRY,

STANLEY N. ALLEN, Proprietor.

BUY WHIPS and LASHES

G. ROYS & CO.,

SEEDS

GRAND RAPIDS GRAIN AND SEED CO.

NEW ENTERPRISES

OFFICE SUPPLIES,

Geo. A. Hall & Co.

STATIONERS,

ALBERT COYE & SON,

AWNINGS AND TENTS

ORGANIZATION OUTFITS.

JUDD & CO.,

GUSTAVE A. WOLF, Attorney.

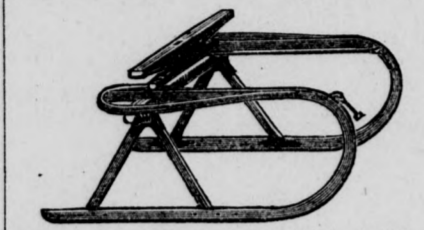


EATON & LYON,

Importers, Jobbers and Retailers of

BOOKS,

Stationery & Sundries,



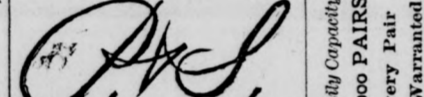
Belknap Wagon & Sleigh Co.

BELKNAP'S PATENT SLEIGHS,

Business and Pleasure Sleights, Farm Sleights, Logging Sleights.

PINCREE & SMITH

Boots, Shoes and Slippers



FOX & BRADFORD,

S. W. Venable & Co.'s

PLUG TOBACCOS,

M

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Y

PLANK ROAD PLUG

OLNEY, SHIELDS & Co.

A Ballade of Bills.

First of the month and the bills all here!
Piled on my desk the're a gruesome sight.
Higher than ever their sums appear:
Sadder than ever my sorry plight.
Bills that are wrong and bills that are right:
Bills from the mongers in every trade:
Bills that enrage me and bills that blight—
Alack-a-day! and the rent not paid!

Others' extravagance costs me dear.
I have three daughters, all damsel bright,
Also a wife, who, I greatly fear,
Shines overmuch as a social light.
Therefore these bills are of lofty height:
Therefore am I a man dismayed.
Creditors crowd me with main and might—
Alack-a-day! and the rent not paid!

Bills from the grocer for cups that cheer:
Bills from the modiste—a parasite
Battening on me from year to year:
Bills from the butcher, the fleshy wight.
Notes ungrammatical, impolite:
Notes that a knowledge of law parade:
Notes that inform me that "money's tight"
Alack-a-day! and the rent not paid!

l'ENVOI.
Creditors, pity! My hair is white,
Blanchet by your rags and rude brigade
Asking that payment I expediate—
Alack-a-day! and the rent not paid!

Antiquity of the Drummer.

At a recent commercial travelers' banquet Judge J. M. Greer responded to the toast, "The Drummer," as follows:

In common with most banquet speakers, I believe that on occasions of this sort one's speech should be serious. It makes no sort of difference that we are met for purposes of social enjoyment and our intention is to be jolly; it makes no difference that to-night we have put away all sober thought, and the thing we expect is entertainment. Nothing can deter your post-prandial orator, and the Constitution of our country having guaranteed freedom of speech, he has the legal right to solemnly dole out useful information at the witching hour of midnight. Your true philosopher agrees that it is not well for a man to entirely surrender himself to pleasure. Acting on this idea, the ancient Egyptian introduced at his feast the skull of some departed kinsman. I imagine that skull brought about the necessary solemnity. We of the modern time have substituted for the death head the speaker with statistical learning that he is bound to impart. All good Americans believe that after this life is over and their feet have crossed the dark Lethian stream, they will enter a land of perpetual stump speaking, and that the good things we intended to say here we will get off to an admiring audience of angels. Nor do any of us—as nearly as I can find out—intend having any consideration for the audience. You have asked me to respond to "the drummer." When your president first told me that this honor was in store for me I was overwhelmed, and have continued in that state ever since. Very little is known, I find from a careful study of the different books on the subject. True, Herodotus tells of certain wandering tradesmen who, wherever they went astonished the natives and brought home their shekels. Josephus incidentally alludes to men in the mercantile business who were frequently away from home at night. Tacitus tells us of certain Romans who took their goods and their lives in their hands and went ahead of anything else in their day. True, some of the Egyptian mummies are said to resemble in personal appearance and the hardness of their cheek the commercial tourist of to-day, but I do not believe any of these could have been the genuine article, as none of these writers say anything about his always getting the best seat in the railroad train and his never ringing a chestnut bell. It is my private belief that the drummer is of English origin, and was born in the early part of this century. Certain it is that his mother was necessity and his father was enterprise, while the food upon which he has grown to greatness is competition. We may as well concede, however, that something of a cloud surrounds his birth. While it is known that his parents, like those of all other distinguished men, were poor but honest, yet we do not know in what country his young cheek first took on the mantling blush, or in what air his strong voice was wafted. We only know that when he first spoke he began telling second-hand jokes, and the first thing he was ever known to do was to get the very best room at the hotel. Like Homer of old at least 100 cities claim the honor of not giving him birth. Doubtless many more would have spoken out if I had had the time to inquire of their mayors. I heard from enough to be satisfied that it was perfectly impossible to locate him as a home product or an infant industry of America. As Germany, with proverbial indifference and reckless courage, does not care who or how many people are born there, and as they have a national poem called in their own language, "Der Drummer," I have concluded to locate him as a native of that soil. Before arriving at this bold conclusion, I conferred with the drummer himself, but found his ideas wholly impracticable on the subject. At one time he would insist that he was descended from all the English and French nobility. At another he claimed to be Lady Jane Grey. Again he said he was the "Man of the Iron Mask," and upon still another occasion he told me with tears in his eyes that he was the brazenfaced Janus of Rome. As a conclusion, he confided to me that he had borne many names in many places, and that he seldom visited the same city as the

same representative. He led me to suppose that he was the original John Smith, but his after ignorance of Pochontas, George Washington, and other characters of that day dissipated that story. He said that the largest supply of any one thing that he had ever had on hand, excepting samples and jokes, was ancestry, and that he cared no more for them than he did for posterity or accuracy. No city of the globe could be mentioned but what he was ready to tell me what he called an amusing story in connection with the place. I finally concluded that Germany wouldn't care if I got him born all over the "Faderland" at one and the same time. This couldn't be done with anybody but a distinguished character, but many of them or their biographers do it easily and don't seem to mind.

Having thus settled the question of his birth, as a faithful historian I should give you some account of early childhood and dawning youth of this remarkable production of trade. I find, however, that the halcyon days were spent by him in an honest evasion of school tasks and the invention of marvellous, wonderful and authentic fairy tales. No record has been preserved of his life at Sunday school, but it is believed by many that he learned the ten commandments there, as he has been often heard to say since that he has forgotten them. When given the position of salesman in a store he devoted the greater part of his time to entertaining the customers rather than selling them goods. He acted in this matter like all other geniuses who scorn the work they were not born to discharge. He knew that he belonged to the road; that in distant towns the admiring country merchant was waiting to give him orders; that the hotel keepers were dusting their best rooms, and just as soon as he had read all the almanacs which he could borrow, seen all the minstrel troupes and circuses he could get into—he went. I will not further follow that brilliant career, which will end only when commercial progress shall cease to exist; only when man shall fail to appreciate energy and good humor, and when he individually passes away may it be written over him: "Here lies the child of enterprise, who was in himself the delightful embodiment of push and industry."

Washboards.

Correspondence Cleveland Leader.
I had a long talk with the traveling agent of one of the largest washboard factories in the United States the other day. Said he: "Millions of washboards are made and sold in the United States every year, and at least 7,200,000 are sold yearly between the Allegheny mountains and the Missouri river. There are two factories in Cleveland which turn out two hundred dozen washboards a day, one in Toledo which turns out three hundred dozen daily, and two in St. Louis which turn out over a million a year. There are at least twenty different varieties of washboards, and the best washboards are made in the West. The Eastern factories make their washboards of pine. The best wood for washboards is the cottonwood or the sycamore. Pine is too soft, and white pine is too expensive. The best washboards are made with dove-tailed heads, with wire nails driven across the grain of the wood. You can buy the poorer class as low as 80 cents a dozen at wholesale, and the better boards cost as high as \$2.15 a dozen. A man in New York has invented a washboard which he has offered to the trade for \$9 a dozen, but it costs too much and will not sell. Double washboards are those that have zinc ridges on both sides. The prices of these run from \$1.60 to \$3 per dozen. At retail washboards cost 25, 30, 35, 40 and 50 cents apiece."

"Who made the first washboard?"
"I don't know, but the first were made of wood entirely and our washerwomen used to pound the dirt out of the clothes with a stick by laying them on a board. The first washboards made of zinc were put upon the market about twenty-five years ago and the style first invented is found the best to-day. Washboards made of glass are liable to break, and I think the best washboard is the old zinc and wood article. There is now one made of a solid piece of zinc as a rubbing surface which is very good. The demand for washboards increases right along, and I suppose our trade will continue as long as people put on clean clothes and take off dirty ones."

No Imputation Intended.

"Gentlemen," said an old-fashioned Baltimore merchant, as he called his clerks around him, "I have decided to make a new departure. I shall put in a cashier who will hereafter handle all the money and make all the change."
There was great sensation among them at once, with muttered threats about resigning.
"But, gentlemen," he continued, to prove that this step is no imputation on your honesty, I will advance every clerk's wages to cover the amount he has been in the habit of forgetting to deposit in the drawer at night. Please hand in your figures this afternoon."
The new department was inaugurated without a single resignation being offered or any figures submitted.

Maxims for Merchants.

From the Dry Goods Chronicle.
It is indispensable to success that a merchant should like his business, and think it one of the best suited to his peculiar gifts and qualifications.

Every merchant who has been in business will concur with the assertion that fully nine-tenths of the losses he has met with therein arose from something which he could previously have known.

It will naturally occur to anyone who has sufficient sense to conduct a mercantile business that qualifications of honesty and integrity are more appropriately testified to by some one else than himself.

When a merchant learns that banks and bank directors are his friends for their own interest, he will neither rely so confidently on their help, nor complain so bitterly when they decline longer to aid him.

When a merchant finds himself affected in credit by the discredit of another with whom he has friendly associations, it is wise to broach the subject at once to his creditors and show them, as best he can, that the influences which brought down his friend are in no danger of undermining his prosperity.

The habit often prevails among wholesale merchants of connecting together acquaintances and dealers from one locality, that sometimes nationalities, special names, or all residents of a State, are separately placed under the ban of distrust, and credit is refused, because the wholesale merchant, having met with so many losses from the class, distrusts all of them.

When a duty is unpleasant we go to it reluctantly, and rarely succeed in our labor so well as when we work with pleasure.

Retail dealers have their particular tastes as well as other people, and generally it is wiser to work with the current of them than against it.

There is no advantage to a retailer clinging onto one place, like an oyster to a rock which the waters have permanently receded from and left bare.

When a dealer lives in close proximity to the market where he buys his goods, thirty days, and even ten days, are oftentimes quite advantageous to him as a credit.

If a man feels that his soul is contaminated if his hands are soiled, let him be careful about embarking in a business that will require him frequently to soil them.

Brief credit contracts are worthy of being taken into consideration in the calculation of the relative amount of capital which any particular business will require.

Ten days and thirty days are not commonly considered as credit, being merely a few days' grace on cash purchases to enable the retailer to get his goods home and examine them.

While it is impossible to positively fortell the profitable results of any contemplated business, yet we may calculate sufficiently near to say that if everything occurs as usual, such or so much will be the profit.

Prior to the war the retail dealer in fair credit could buy the greater portion of his stock of goods on from four to eight months' credit. Since then credits have been very generally limited to ten days, thirty days and two and four months.

When fish go up the stream the fisherman who casts out his net lowest down the river stands the best chance of being rewarded for his labors, as those above him only have their chance at the fish that escape his net.

A retail house, well established in business, with a large number of regular customers, may risk removal to a less eligible location for the purpose of reducing rent, or other prudential considerations; but the movement then should be to a location which would be gradually improving, and never to one that is gradually deteriorating.

Muskegon or Manistee, Which.

From the Northwestern Lumberman.

Muskegon has finally got the railroad enthusiasm. The Grand Rapids & Indiana branch is well on toward completion. The Toledo, Saginaw & Muskegon project is fairly assured, as the committee is at work to secure the required \$50,000 of Muskegon money, together with terminal facilities there. Now the proposition is to push on an extension of the Chicago & West Michigan road from Big Rapids to Alpena, on Lake Huron, with good prospect that the enterprise will be carried out. With these three lines completed, Muskegon would have railroads radiating into all the important sections of Michigan. The Alpena road would become a great log carrier from the interior pine regions, and help prolong the life of the lumber business at Muskegon, as the Macinaw division of the Michigan Central and the Flint & Pere Marquette have that of Saginaw. But more important still, these radiating roads will make Muskegon a commercial and manufacturing point of magnitude, and prolonging her growth after the sawdust of her waterside foundations has mingled with the earth. Every railroad centering at Muskegon increases its importance as a lake port, for all must have docks, warehouses and lines of steamers running to this city and other west shore points. The tendency will be for the trade of interior Michigan to come to Mus-

kegon for a connection with western markets. Raw material from the forests, the farms and the bowels of the earth, will flow to Muskegon for manufacture there, or shipment over the lake. Passenger travel, during the season of navigation, should be large through Muskegon, by the lake and rail routes, making it a good hotel point. One day the sandy lands back of Muskegon, now thought lightly of, will become vastly productive of fruits and vegetables that will find a market among the millions that within two or three decades will inhabit Chicago and its environment. Much of these products will be brought to Muskegon by rail and shipped thence by lake. The time is coming when large, swift and safe iron steamers will ply daily between Muskegon and Chicago, winter as well as summer, to meet the traffic requirements of that route. The rivalry of towns on the east shore of Lake Michigan is likely to be between the two that have made such a noise in the pine lumber world—Muskegon and Manistee. They have been called sawdust and slab towns, names that indicate a transitory character. It has been a common observation that when the pine tributary to Muskegon and Manistee waters should have been exhausted, the mill towns that flourished by reason of this pine would fall into decay. But a new era is to dawn on Muskegon and Manistee. The latter with 20 years more of pine business, and with her hardwoods, salt, potroleum and agricultural back ground, and the former as a railroad, manufacturing and trade center, as well as an important lake port, will live and thrive after the last log has been boomed on Muskegon lake, or the graylings have winked at the last stick that is to float down the crystal and perennial Manistee.

Adulteration and Misrepresentation.

From the American Merchant.

Adulteration is carried on to a very great extent, and while merchants may be sometimes innocently led into the sale of adulterated goods, yet in most instances it is fair to assume that they know the character of what they buy and sell. But how many are there who are courageous, yes, honest, enough to tell their customers that the articles which they offer are not all that they seem or claim to be and the reasons therefor? Some merchants are not slow to practise this system themselves, excusing themselves, as do all others who in any form take advantage of it, on the ground that they must meet the market, or in other words compete for trade at the expense of fair dealing. In a paper read by Robert M. Floyd before the Michigan Business Men's Association, that gentleman, referring to competition and its influence on the deterioration of products, declared some plain truths which business men ought to consider. The fact is that misrepresentation is as dishonest as speculation, and the man who would be shocked were he to be charged with rifling the till of his neighbor is no better than the clerk or the book-keeper whom he may detect in the act of "knocking down," when he deliberately palms off adulterated goods or makes misrepresentations of the character of the articles which he offers for sale. He is not only the promoter of evil in himself, but he is a tutor in the art of dishonesty and his moral influence is baleful in the extreme.

Type-Writers.

From Harper's Weekly.

A man of letters in this city was under contract with a publisher to write a book of about 36,000 words, or what would be equivalent to forty of our columns. He had prepared himself carefully for the task, but the contemplation of its manual labor tired him in advance. He went to a type-writer's office, where three or four industrious girls were earning their living, and learned that he could dictate to one of them at the rate of 1,800 to 3,000 words an hour by paying four cents a hundred words. The noise of the clicking machine at first threatened to disturb his efforts at original composition, but before he had worked half an hour he was used to it. The business of composing and dictating 36,000 words occupied about twenty hours, or five or six days of three or four hours each. At the end of each sitting he left the office with his completed manuscript in hand. The result was accomplished without fatigue, and its quality, he says, was unusually good—for him. He further testifies that, for the first time in his life he has a realizing sense of what emancipation is.

"Yes, the Lord has sorter seemed to smile on me this year," said the deacon, as he stuck the corn cutter into the fence. "A big apple crop—heaps of 'taters—fine yield of wheat and oats—big hay crop, and corn A. No. 1. Yes, I feel as if I had been blessed." Just then the deacon's boy came from the house and whispered something in the old man's ear. "Two dollars for a pair of shoes!" shouted the deacon as he raised his head. "You tell your mother she can't have no two dollar shoes. We'll be lucky if we get through the coming winter without having to sell the hosses to buy meat and flour."
Wood pulp sells \$4 a dozen. Curtis, Dunton & Co.

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, NOVEMBER 17, 1886.

Grand Rapids Travelling Men's Association.
President, L. M. Mills; Vice-President, S. A. Sears; Secretary and Treasurer, Geo. H. Seymour; Board of Directors, H. S. Robertson, Geo. F. Owen, J. N. Bradford, A. B. Cole and Wm. Logie.

Subscribers and others, when writing to advertisers, will confer a favor on the publishers by mentioning that they saw the advertisement in the columns of this paper.

HAVE PATIENCE.

Numerous complaints come to THE TRADESMAN of late relative to the unusual delay occasioned in getting goods from this and other markets. Some complain that Grand Rapids is worse than any other town in the country in this respect, while others assert that Detroit gives more trouble, and still others lament the fact that they experience the greatest difficulty in getting goods from Chicago on any kind of time.

With a view to determining the occasion for such complaints, and ascertaining whether the delays were real or imaginary, a reporter of THE TRADESMAN was detailed to interview the jobbing trade on the subject. The first man seen answered the interrogation by handing the reporter a bundle of complaining letters several inches thick and every person seen produced testimony corroborating the reports whose truth or falsity THE TRADESMAN was endeavoring to establish.

The occasion for complaint will be readily understood when it is stated that the recent revival in business caught nearly every railway company short of cars, so that it is almost impossible to move freight as fast as received. As a rule, orders received at Grand Rapids jobbing houses before 12 o'clock are put up and delivered at the respective freight depots before night of the same day. Yet an order received from Holland last Monday and delivered to the railway company the same afternoon had not left the depot on Friday morning and did not reach its destination until Saturday evening. The jobbing trade is powerless to prevent the delay, and the railway officials are bending every energy to get traffic through with the least possible delay, but until there is a decrease in the volume of business or large accessions to the rolling stock, there is little hope for material improvement.

In the mean time, the retail trade will have abundant opportunity to exercise that cardinal virtue which is sometimes spoken of as patience—a virtue too few business men are inclined to cultivate.

A merchant located at a neighboring town suggests the following query for consideration at the March meeting of the Michigan Business Men's Association: "Ought daily papers to publish wholesale quotations?" The subject is one of growing importance to the trade, and should receive the candid consideration of the convention. On general principles, THE TRADESMAN is inclined to the opinion that jobbing prices are out of place in a daily paper. Nine times out of ten the market is not correctly reported, and when it is, the facts are stated so vaguely that the consumer is frequently led to think that the margins accruing to the dealer are larger than they really are. No merchant takes a daily paper for its wholesale quotations—he looks to his trade journal for that—and why the dealer should be annoyed by his customers continually referring to the quotations appearing in the daily press (wrong nine times out of ten, as before stated), is more than an ordinary mind is capable of comprehending.

Beware of bogus "collection," "reporting" and "detective" agencies. They are about as numerous as the traveling fraternity and the oily rogues who represent them are as persuasive as the three-card-monte men. The business man who has bad accounts to collect, or who wishes to be spared from making bad accounts, should organize an association in his community, or identify himself with a neighboring association. That is the legitimate way to accomplish the objects above referred to, while the fraudulent collecting concern affords no relief aside from the worthless expenditure of money.

Manton (thirteen members) and Kalamazoo (55 members) have qualified for membership in the Michigan Business Men's Association during the past week, giving it a total auxiliary membership of 647.

Tustin organized according to the programme last Wednesday evening and Muir on Friday evening. Woodland merchants are on the anxious seat and will soon present a united front to the dead-beat and peddler.

Charlevoix presents her first failure in the embarrassment of Upwright, Emery & Co. So says Dr. Crouter, and he has lived there long enough to know what he is talking about.

Peter Crobar is the name of a grocer at Millington.

Wood pulp pails \$4 a dozen. Curtiss, Dunton & Co.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Carr & Pierson succeed Frank Pogodinski in the saloon business.

Frank Smith has engaged in the grocery business at Leroy. Olney, Shields & Co. furnished the stock.

Chas. Williams has engaged in the grocery business at Hart. The stock was purchased at this market.

Frank Lamoreaux has engaged in the grocery business at Orangeville. Olney, Shields & Co. furnished the stock.

D. W. Davison has engaged in the grocery business at West Olive. Olney, Shields & Co. furnished the stock.

John C. Russell has engaged in the grocery business at Benton Harbor. Bulkley, Lemon & Hoops furnished the stock.

Frank Dyk has engaged in the grocery business at 451 Jefferson Avenue. Amos S. Musselman & Co. furnished the stock.

Ed. Telfer is putting in a new baking powder machine, which will enable him to double his manufacturing capacity in that line.

G. S. Brown & Co. will be the style of the firm which has arranged to engage in the wholesale boot and shoe business in the new Barnhart block.

Nelson W. Crook, formerly engaged in the grocery business on the corner of Shawmut avenue and Winter street, has purchased the restaurant business of N. Spencer, at Cadillac, and will conduct a fancy grocery department in connection.

The Grand Rapids Soap Co. now expects to begin the manufacture of soap as soon as December 1. The boiler has been set, nearly all the machinery is in place, and enough raw material is stored on the premises to keep the factory in operation for several weeks.

The Grand Rapids School Furniture Co. has lately shipped desks and seats to the following points: Fremont, Howard City, Grant, Oxford, Ishpeming, Ossineke, Chester, Mich.; Louisville and Independence, Ohio; Baltimore, Md.; McGregor, Dallas and Aubrey, Texas; Newton and Waterville, Kansas; Blue Hill, Neb.; Seeley Creek and Regis Falls, N. Y.; Hinsdill, N. H.; Oregon City, Oregon; Coal Glen, Pa.

Neal McMillan promised THE TRADESMAN he would work up the subject of organization at Rockford, "as soon as election was over." Election is past and Mr. McMillan was delegated to represent his district in the Legislature by a handsome majority. Unless he moves in the matter of organization soon, he will seek to excuse himself by pleading, "Wait until the Legislature is over." Mr. McMillan should remember that there is no time like the present and that the dead-beat is taking advantage of the delay.

D. J. Evans is a man reputed to be worth about \$80,000, the most of which was made in lumbering operations. A few years ago, he engaged in the crockery business at Detroit under the firm name of Evans, Burwell & Co. He subsequently bought out his partners and removed the stock to Clarinda, Iowa. He now proposes to remove the stock to this city, occupying the store now used by E. G. Studley & Co. until spring, when he will move into the store on Monroe street now occupied by H. Leonard & Sons' retail department, he having leased the premises for a term of years, dating from the expiration of Leonard's lease. The firm name of the new concern will be either D. J. Evans & Son or D. J. Evans & Co.

For several years it has been a matter of common remark that the only enterprise Grand Rapids really needed is an exclusively wholesale dry goods establishment. As the years have gone by, several persons have been credited with cherishing ambitions in that direction, but up to the present time the project has failed to take definite shape. THE TRADESMAN has inside information to the effect that the five-story brick block to be erected by E. Crofton Fox next season on the corner of Ionia and Louis streets will be constructed with a view to its occupancy as a wholesale dry goods establishment. Mr. Fox and his brother, Charles, have decided to embark in the enterprise in company with six or seven other gentlemen of wealth, the capital stock to be placed at \$200,000. The preliminaries of organization have not all been arranged as yet, but enough has been done to indicate the character of the enterprise, which warrants the statement that it will be on as strong a footing as any jobbing house in the State and be admirably equipped for carrying forward the work of supplying Western Michigan with a million dollars' worth of goods annually. Considering the field open to the enterprise and the advantages it will have in the way of competent management, there is no reason why the returns should not be abundantly satisfactory.

DETROIT DOINGS.

Jas. H. Lynch and Alfred Ten Eyck have formed a special partnership under the name of Jas. H. Lynch & Co., "haberdashers." They will haberdash at the corner of State street and Woodward avenue. The extensive wholesale firm of Hitchcock, Esselstyn & Co., dealers in tailors' trimmings, will be re-organized, and after Jan. 1 will be known as Hitchcock, Son & Co. Mr. E. A. Esselstyn will withdraw and engage in other business.

AROUND THE STATE.

Peck Bros. are closing out their hardware stock at Clayton.

C. Meyfirth succeeds Jas. Hannah in the grocery business at Jackson.

Frank H. King succeeds Pratt & King in the drug business at Jackson.

T. Smith, grocer at Lakeview, has been closed under chattel mortgage.

Coon Bros. succeed Coon & Delinde in the grocery business at Manistiquet.

Wm. Warren succeeds L. G. Phelps in the grocery business at Millington.

J. L. Strong & Co. succeed J. L. Strong in the drug business at Bessemer.

Osgood & Mowry succeed Benjamin Bros. in the grocery business at Morenci.

Smith & Emmons succeed T. R. Mosher in the grocery business at Jackson.

Trim & McGregor succeed Brown & Mapes in the dry goods business at Ypsilanti.

Saxton & Severance succeed Saxton & Kidder in the drug business at Concord.

Wm. H. Elliott succeeds D. A. Youum & Co. in the grocery business at Jackson.

J. Davis has moved his stock hardware from Hillsdale back to Perrysburg, Ohio.

W. H. Sprague succeeds Carpenter & John in the boot and shoe business at Fenton.

Karel & Decker succeed John Boersma & Co. in the hardware business at Muskegon.

Lyman Arms, hardware dealer at Muskegon, has been closed under chattel mortgage.

Geo. & Walter Kephart succeed Bollinger Bros. in the grocery business at Berrien Springs.

Fred. H. Lawson, of the firm of A. L. Wright & Co., general dealers at Bad Axe, is dead.

Isaac B. Bagley, grocer and meat dealer at Decatur, has sold his grocery stock to S. Vought.

Fred Lawson, a young business man of Bad Axe, is dead from an attack of malignant diptheria.

The hardware store of B. F. Harris, at Caro, has been purchased by Wilmot & Latham, of that place.

Wm. Green, dry goods dealer at Vandalia for the past dozen years, has moved his stock to Concord.

Ex-Postmaster E. R. Root has bought the interest of B. R. Moore in the grocery firm of Moore & Elish, at Coldwater.

G. W. Ferguson, formerly in the hardware business at Fairfield, has bought Tiffany Bros. hardware stock at Jonesville.

W. W. Hough's grocery stock at Lansing was damaged by fire last Saturday, but \$2,000 insurance will probably cover the loss.

Homer Strong, a St. Louis boot and shoe dealer, has opened a branch store at Ionia, placing his brother Horace in charge of it.

Howard City Record: C. J. Burch has sold his stock of drugs to S. C. Scott, who moved them into his City Drug Store this week.

E. Y. Hogle has purchased the interest of Henry Cook in the grocery firm of Hogle & Cook, at Hastings. Mr. Cook remains as salesman.

Chauncey E. Morse has purchased the bankrupt general stock of M. P. Reynolds & Son, at Renus, and will continue the business.

G. H. Reader, of the firm of Reader Bros., general dealers at Scottsville, was elected Representative in the Legislature from Mason county.

Selkirk & Whitford, general dealers at Charlotte, have dissolved, dividing the stock between them. Selkirk will continue at the old location.

The Hubbardston Advertiser is authority for the statement that Cahalan & Cowman, general dealers at that place, have dissolved partnership, Mr. Cowman continuing.

S. B. Fuller & Co. have sold their store building at Muir to N. J. Fowler, who will shortly occupy the same with his bazaar stock. Messrs. Fuller & Co. are closing out the crockery and glassware stock and will remove their grocery stock to Owosso.

MANUFACTURING MATTERS.

The Elk Rapids Iron Works is now running on the ten hour system.

An effort is being made to get a western stove factory to move to Battle Creek.

Omer Osgood succeeds Osgood Bros. in the manufacturer of brooms at Morenci.

Wm. H. Schmedlin, succeeds Schmedlin & O'Brien in the manufacture of carriages at Coldwater.

The old pill-box factory, owned by the Kalkaska Manufacturing Co., will soon be running again.

W. S. Nelson's steam planing mill, at Battle Creek, is nearly completed and will be ready for operation in about two weeks.

Ball Bros., of Madison, Wis., are fitting up a large machine shop at Battle Creek, for the manufacture of threshing machine teeth.

Nashville News: The manufacturing firm of Shields & Walrath has dissolved co-partnership, but W. E. Shields continues the business at the old stand as heretofore.

The Shetland Knitting Works, at Richmond, have thus far this season sold \$3,300 worth of hoods, and could have sold many more had it been possible to make them.

The roller process mill that was to have been built by the Port Austin manufacturing company has failed to materialize. Chances are good for an investment in that line.

The old paper mill at Dundee is to be torn down and new and larger buildings erected, into which its machinery will be moved. The new firm, Ambler & Tolbert, are from Allegan, and are reported experienced woolen and paper manufacturers, the form-

er at present conducting a woolen mill at Allegan. A woolen mill will be added to the Dundee plant next spring.

A company with a capital stock of \$48,000 to be known as the Livingston Door Bell Gong Co., for the manufacture of Chas. S. Livingston's patent door bell, has been organized at Battle Creek, with the following officers: A. J. Sutherland, president; Chas. S. Livingston, vice president, secretary and general manager; C. B. Webb, treasurer. The bell invention is said to be the best article of its kind. The company will manufacture all grades and sizes of door bells and gongs, also gongs for locomotives, steamboats, fire engines, patrol wagons, etc., the latter to run by either hand or steam power.

The Hurd flouring mill, at Marshall, is in the hands of the First National Bank of that city. The mill has been doing a large business, requiring considerable cash and a large line of discounts, which have been furnished by the Bank and for which the wheat in store has been pledged. The Bank has now taken formal steps to effect a settlement. Mr. Hurd is principal stockholder in a company owning 75,000 acres of pine land in the Adirondacks, together with two saw mills and twenty-two miles of railroad. He is undoubtedly financially sound and has put \$20,000 worth of improvements into his mill this year. It is expected the difficulties will be adjusted in a few days.

MISCELLANEOUS.

Advertisements of 25 words or less inserted in this 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 this office must be accompanied by 25 cents extra, to cover expense of postage, etc.

WANTED—Good advertising canvasser, to travel in this and adjoining states, on a commission basis. Address XYZ, care "The Tradesman" office. 1641F

WANTED—Situations by first-class traveling salesman, grocery line preferred. Address, Traveler, care "The Tradesman." 1641F

WANTED—To buy paying drug store in town of 1,500 to 2,500. Address, with particulars, Box 172, Galesburg, Mich. 165*

FOR SALE—One half interest in stock of groceries, crockery, drugs and jewelry. Price \$1,500, \$500 down, balance on time. Reason for selling, poor health. Have good trade. C. A. Stebbins, Lawrence, Mich. 167*

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.

"CANDEE"
Rubber Boots
WITH DOUBLE THICK BALL.
DOUBLE WEAR.
GIVE DOUBLE WEAR ON THE BOTTOM.
GREATEST IMPROVEMENT EVER MADE IN RUBBER BOOTS.
TWO YEARS TEST.
COMMON SENSE IDEA.
DOUBLE THICK BALL.
FOR SALE BY
E. G. STUDLEY & CO., Grand Rapids.

Will remove to No. 4 Monroe Street, to the store now occupied by Houseman, Donnelly & Jones, Nov. 15th.
Will open with the largest and finest stock of Rubber Goods, Mill Supplies, Fire Department Supplies, and Sporting Goods in the State.

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.
GRAND RAPIDS, MICH.

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 net work of nerves in 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.

OLD BARRELS

Setting about a store are unsightly, besides the projecting nails on them are dangerous to clothing. The enterprising grocer realizes the value of handsome and convenient fixtures, and to meet this demand the Woolson Spice Co., of Toledo, Ohio, have designed their



Lion Coffee Cabinet,
Of which the accompanying cut gives but a partial idea. In this cabinet is packed 120 one-pound packages of Lion Coffee, and we offer the goods at a price enabling the grocer to secure these cabinets without cost to himself. They are made air-tight, tongue and groove, beautifully grained and varnished, and are put together in the best possible manner. Complete set of casters, with screws, inside this cabinet. Their use in every grocery, after the coffee is sold out, is apparent; just the thing from which to retail out: rice, prunes, hominy, dried fruits, bread, and a hundred other articles. Further, they take up no more floor room than a barrel, and do away with these unsightly things in a store. For price-list of Lion Coffee in these cabinets, see price-current in this paper. Read below what we say as to the quality of Lion Coffee.

LION
COFFEE
MOCHA, JAVA & RIO
COMBINED

This Coffee Cabinet Given Away.

A GOOD BREAKFAST

IS ALWAYS possible when a good cup of coffee is served. The grocer who sells LION COFFEE to his trade can invariably secure this result to them. LION COFFEE is always uniform; contains strength, flavor and true merit; is a successful blend of Mocha, Java and Rio. Packed only in one-pound airtight packages; roasted, but not ground; full net weight, and is never sold in bulk.

A Beautiful Picture Card
In every package. We solicit a sample order for a cabinet filled with LION COFFEE. For sale by all Wholesale Grocers everywhere, and by the

Woolson Spice Co.
92 to 108 Oak St., Toledo, Ohio.

JENNINGS & SMITH,

Will Discourse on their

Complete Line of PERFUMES

NEXT WEEK.

SNOW-SHOVELS, SLEDS, FIRE-KINDLERS,

FOR SALE BY

Curtiss, Dunton & Co.

Potatoes, Onions, Apples, Ruta Bagas In Car Lots.

Shippers looking for a better market than near-by markets afford will do well to write or wire us for prices before consigning elsewhere. All goods sold on arrival and remitted for. Commissions, 5 per cent.

C. J. BECKER & CO., 1002 N. Third St., ST. LOUIS, MO.

HONEY BEE COFFEE.

PRINCESS BAKING POWDER, Equal to the Best in the market.

J. H. Thompson & Co., Wholesale Grocers, 59 Jefferson ave., Detroit, Mich.

E. FALLAS,
Makes a Specialty of
Butter and Eggs, Fruits and Oysters.
Cold Storage in Connection. All Orders receive Prompt and Careful Attention. We Handle the Celebrated "ROCK BRAND" Oysters. No. 1 Egg Crates for Sale. Stevens' No. 1 patent fillers used. 50 cents each. 97 and 99 Canal Street, Grand Rapids, Michigan

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, NOVEMBER 17, 1886.

Organization of the Tustin Business Men's Association.

Agreeable to appointment, the editor of THE TRADESMAN met with the business men of Tustin last Wednesday evening for the purpose of effecting the organization of a business men's association. G. A. Estes was elected to serve as chairman and Geo. W. Bevins as secretary *pro tem*. After an explanation of the aims and objects of organization, it was resolved to proceed with the formation of an association and the constitution of the Ada Association was adopted, with the necessary amendments, as follows:

PREAMBLE.

WHEREAS, comparison of ideas and methods and concert of action are necessary to the well-being of any community, and

WHEREAS, We believe that a Business Men's Association will accomplish these objects; therefore

Resolved—That we, business men of Tustin and vicinity, duly assembled on November 10, 1886, do hereby organize ourselves into such an Association and adopt the constitution and by-laws following:

CONSTITUTION.

ARTICLE I—NAME.

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

ARTICLE II—OBJECTS.

The objects of this Association shall be to unite merchants and other reputable 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 criminate neighbors in trade.

2. Greater care to secure good helpers and make and keep them worthy by a livelier interest in their efforts, habits and comforts.

3. Inspiring confidence between buyer and seller by doing business on legitimate principles.

4. Shorter hours for doing business in, and an honest endeavor to educate the buyer to make his purchases between 7 a. m. and 6 p. m., six days a week.

5. The proper observance of all national holidays and more frequent intervals for rest and recreation.

6. Abolishing the tendency to indiscriminate credit and stimulating the selling of merchandise for ready pay.

7. Protection against inferior and adulterated goods, short weights, counts and measures, fictitious brands and labels, and misrepresentation in public and private.

8. Maintaining a collection department, for the collection of doubtful accounts; for receiving and imparting prompt information as to the standing of persons asking credit; and the black-listing of dead-beats who prey upon the trade.

9. Protection against unjust laws affecting business men and a careful scrutiny of all legislation relating to the same.

10. To stimulate a determination to render the title "Business Man" a synonym for honor, firmness, probity, justice and high morals.

ARTICLE III—MEMBERSHIP.

Any firm or individual doing an honorable business may become a member of this Association on the two-thirds vote of the members present at any regular meeting by paying to the Secretary the sum of \$1 membership fee and agreeing to pay 25 cents quarterly dues in advance and any assessments which may be voted by the Association to meet expenses.

ARTICLE IV—OBLIGATION.

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

ARTICLE V—NON-PAYMENT OF DUES. Any member of this Association who shall neglect or refuse to pay his dues, or any assessment ordered by the Association, for three months after such sum becomes due, shall thereby forfeit his membership.

ARTICLE VI—OFFICERS.

The officers of this Association shall consist of a President, Vice-President, Secretary and Treasurer, an Executive Committee of five members, of which the President, Secretary and Treasurer shall be three, and a Business Committee of three members. These officers shall be elected annually by ballot and shall hold office until their successors are elected.

ARTICLE VII—DUTIES OF OFFICERS.

Section 1—The President shall preside at all meetings, if present; in his absence, the Vice-President.

Section 2—The Secretary shall receive all money due the Association from any source and pay the same to the Treasurer, taking his receipt therefor; keep a record of all meetings; conduct all correspondence; keep a list of all members in a book provided for the purpose and notify all committees of their appointment.

Section 3—The Treasurer shall receive all monies from the Secretary, giving his receipt therefor; pay all bills when approved by the Executive Committee and report the condition of the treasury at each regular meeting.

Section 4—The Executive Committee shall have charge of the collection department and the publication of the delinquent lists; shall provide rooms for the Association; audit all bills and examine the books and accounts of the Secretary and Treasurer previous to each annual meeting.

Section 5—It shall be the duty of the Business Committee to look after all matters pertaining to the growth and well-being of Tustin; to use all possible inducements to secure the location of mills, factories and other improvements; and to endeavor to secure any needed concessions in freight, express and insurance rates.

ARTICLE VIII—COMPENSATION.

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

ARTICLE IX—MEETINGS.

Section 1—The annual meeting of the Association shall be held the second Monday of each November.

Section 2—The regular meetings of the Association shall be held on the second Monday of each month. Special meetings shall be called by the President on the written request of five members.

ARTICLE X—ORDER OF BUSINESS.

1. Reading minutes of the last meeting.
2. Admission of members.
3. Reports of committees.
4. Reading of correspondence.
5. Unfinished business.
6. New business.
7. Election of officers and appointment of committees.
8. Report of Treasurer.
9. Adjournment.

ARTICLE XI—AMENDMENTS.

This Constitution and By-laws may be altered or amended by a two-thirds vote of those present at any regular meeting, provided a written notice of such alteration or amendment has been presented at the preceding regular meeting.

ARTICLE XII—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. Five members shall constitute a quorum for the transaction of business.

ARTICLE II—EXPULSION.

Any member of this Association who shall be placed on the delinquent list shall stand expelled from the Association; and any member doing any act which tends to bring the Association into disrepute shall be expelled on the two-thirds vote of the members present at any regular meeting.

ARTICLE III—RULES AND REGULATIONS.

Rule 1. The special aim of this Association is to facilitate the collection of doubtful accounts and other debts by fair and honorable methods, and to guard against the extending of credit to debtors found on investigation to be unworthy of it.

Rule 2. The Association emphatically asserts that it hopes to collect all debts due the members without publicity, and that it neither desires nor intends, in any instance, to permit its members to intentionally annoy or to persecute any person indebted to members of the Association.

Rule 3. That no injustice may be done to, or advantage taken of, any debtor, by any individual member of the Association, it shall be the duty of every member to send by mail a sealed circular letter, issued by the Association, to the debtor, setting forth these facts, to-wit: That the person named in said letter is indebted to the member or the firm therein named in the sum of \$—, that the debtor is granted twenty days from date entered on said letter in which to pay the debt, or to satisfactorily arrange for its payment; that, if after the expiration of the twenty days thus granted, the debtor shall have failed to pay or failed to have arranged for payment the member shall report him to the Executive Committee, which Committee shall also mail to the person so reported another circular letter, setting forth the fact that he is indebted to the member named and that unless he pays, or arranges to pay, the amount within fifteen days he will be placed upon the delinquent list.

Rule 4. The second circular letter sent to the debtor shall be enclosed in the authorized envelope of the Association, on which shall be printed, "If not called for in fifteen days return to Tustin Business Men's Association," and the non-return of any circular letter thus mailed, shall be deemed sufficient evidence that the said letter was received by the debtor addressed.

Rule 5. Disputed accounts shall be investigated by the Executive Committee, whose report on the same shall be acted upon by the Association.

Rule 6. Any member trusting a man whose name appears on the delinquent list shall be fined \$10.

The following gentlemen handed in their names for membership: G. W. Bevins, G. A. Estes, A. J. Thomson, D. S. Liddle, Holmes & Degoit, G. C. Messenger, Adam Nowell, Charles Johnson, Lindstrom & Lovene, Maxwell Bros.

Election of officers resulted as follows: President—G. A. Estes. Vice-President—D. S. Liddle. Secretary—Geo. W. Bevins. Treasurer—A. J. Thomson. Executive Committee—President, Secretary, Treasurer, Adam Nowell, G. C. Messenger. Business Committee—W. M. Holmes, J. A. Lindstrom, D. S. Liddle.

A set of blanks was adopted for the use of the collection department, and the Executive Committee was instructed to procure the printing of the same and distribute the first notification blank among the members.

The Tustin Business Men's Association contains every reputable business man in Tustin and immediate trading points, with the exception of Hobart, which will probably swing into line with Tustin at the next meeting.

STOP THAT COUGH
IT ANNOYS EVERYBODY
PROCURE A BOTTLE OF **ALLEN'S LUNG BALSAM**
at any DRUG STORE
TAKE IT FAITHFULLY, AND YOU WILL BE CONVINCED THAT THERE IS BUT ONE REMEDY FOR **COUGHS & COLDS**
AND THAT IS **ALLEN'S LUNG BALSAM**
SOLD BY ALL DRUGGISTS
At 25¢ 50¢ & \$1.00 Per Bottle
J.N. HARRIS & CO. PROP'S CRI. O



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

The Standard of Excellence KINGSFORD'S

Oswego "Silver" "Pure" Gloss" **STARCH.**

Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc.

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!
ALWAYS ASK YOUR GROCER FOR THESE GOODS.

F. J. LAMB & CO.

STATE AGENTS FOR

D. D. Mallory & Co.'s

DIAMOND BRAND OYSTERS

Also Fruits and Country Produce.

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.

HESTER & FOX,
MANUFACTURERS' AGENTS FOR
SAW AND CRIST MILL MACHINERY,
and for Catalogue and Prices.
ATLAS ENGINE WORKS
INDIANAPOLIS, IND., U. S. A.
STEAM ENGINES & BOILERS.
Carry Engines and Boilers in Stock for immediate delivery.

Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.
And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for sample Pulley and become convinced of their superiority.
Write for Prices. 130 OAKES ST., GRAND RAPIDS, MICH.

MICHIGAN CIGAR CO.

Manufacturers of the Celebrated

M. C. C.

Leading 10c Cigar; and

YUM YUM,

The best 5c Cigar in the Market.

BIG RAPIDS, - MICH.

OYSTERS!

We commenced 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.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

37, 39 & 41 Kent Street, Grand Rapids, Michigan.

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.

PURE. NEW PROCESS STARCH. SWEET.

This Starch having the light Starch and Gluten removed,
One-Third Less
Can be used than any other in the Market.
Manufactured by the
FIRMENICH MFG. CO.
Factories: Marshalltown, Iowa; Peoria, Ills.
Offices at Peoria, Ills.

STRONG. Clark, Jewell & Co. SURE.

L. M. CARY. L. L. LOVERIDGE.
CARY & LOVERIDGE,
GENERAL DEALERS IN
Fire and Burglar Proof SAFES
Combination and Time Locks,
11 Ionia Street, - Grand Rapids, Mich.

The Michigan Tradesman.

The Ladies T. P. A. Legion of Honor.

Recognizing the fact that woman's presence encourages, and that woman's aid always brings success to, any social or fraternal organization to which she lends her support, and believing that the future success of our Association will depend largely on the extent to which we can enlist the sympathy and secure the earnest support of our wives—the ladies of the Association—and feeling that a testimonial of honor and respect is due to the noble workers who have contributed so largely to the growth and prosperity of our State Division, we, the State officers and State Board of Directors of the Michigan Division of the Traveler's Protective Association, by and with the consent of the National President and Secretary, and sanctioned by the unanimous approval of the State Division in convention assembled do hereby present to the wife of every member of the Michigan State Division, in good standing, the Honorary Degree of "the Ladies T. P. A. Legion of Honor."

OBJECT OF ORGANIZATION.

The work to be undertaken by this order will be to act as our honored representatives in extending such aid and comfort to the suffering and bereaved ones in our State Division as their necessities may indicate or the honor of our State organization may demand.

MEMBERSHIP.

The official members of the Legion will be recorded in the following order: Wives of the State officers beginning with the wife of the State President, will be numbered consecutively from No. 1; National Director; chairman of National Committee; State Directors; Sergeant-at-Arms; chairman of State Committees in their order and members of the committees in the order in which their names appear in the State list.

STATE OFFICERS.

The officers of the order will consist of a State President and Vice-President, also a Secretary and Treasurer combined, with local Vice-Presidents and Corresponding Secretaries in all places of 3,000 inhabitants and upwards throughout the State.

ANNUAL MEETINGS.

The order will be considered as auxiliary to the Michigan Division, T. P. A., and will hold their meetings at the location and date of the regular State meetings of the Michigan Division.

DUTIES OF OFFICERS.

The State President will direct all State work and will exercise a supervision over all cases reported for relief, where aid is required outside of the local post by which it is reported she will issue necessary instructions for general guidance to all Vice-Presidents and preside at all meetings of the order.

STATE SECRETARY-TREASURER.

The State Secretary will keep a list of the State members, transmit all instructions from the State President to the local posts, and keep the minutes and records of all meetings; and as treasurer, keep an account of all receipts and disbursements.

VICE-PRESIDENTS.

Vice-Presidents will have personal control of their respective local posts and have charge of the work in their departments, subject to such general instruction from the State President, as will tend to harmonize the State work.

CORRESPONDING SECRETARIES.

Corresponding Secretaries will report all cases of sickness, or destitution which may occur in their localities, to the local Vice-President, forward all reports to the State President, and keep a list of all local members.

ANNUAL STATE CONVENTION.

The annual State Convention of the Ladies T. P. A. Legion of Honor, will be held in the city of Grand Rapids, at the date of the annual convention of the Michigan State Division, T. P. A. on or about the third week in May, 1887, at which time State officers will be elected and a regular constitution and by-laws will be reported for adoption.

OFFICERS PRO TEM.

The following officers have been designated to serve from now until the annual meeting next May.

OFFICERS.

President, Mrs. J. L. McCauley, Detroit.
 Vice-President—Mrs. F. T. Collier, Detroit.
 Secretary-Treasurer—Mrs. G. C. Pratt, Jackson.
 Town. Vice-President. Secretary.
 Mesdames.
 Grand Rapids, Geo. F. Owen... E. A. Stowe.
 Jackson... G. W. Gregg... E. W. Knight.
 Battle Creek C. S. Kelsey... E. L. Jones.
 Kalamazoo, H. E. Edwards... John M. Ward.
 Bay City... H. E. Tremaine... Geo. H. Shearer.
 Saginaw... A. J. McIntyre... H. A. McCausland.
 Flint... J. N. Blake... M. E. Carleton.
 Adrian... Thos. H. Allan... E. H. Ross.
 Lansing... M. B. Field... E. K. Bennett.
 Port Huron... G. M. Rowley... L. M. Skinner.
 Ypsilanti... J. T. Hayward... C. M. Hall.
 Ann Arbor, Robt. Beattie... L. J. Pasquello.
 Coldwater... A. A. Howard... C. R. Hutchinson.
 Port Huron, Ira A. Travis.
 St. Joe... G. D. Bolton.
 Union City... W. J. Richardson... E. Young.
 Owosso... Geo. W. Hurter... W. S. Gould.
 Hillsdale... W. S. Allen... E. M. Skinner.
 Marshall... John McHugh... Geo. M. Cole.
 Ionia... S. A. Dolan... J. E. Phillips.
 Muskegon... D. G. Cratty... W. D. Downey.
 Eaton Rapids... L. J. Bertch... N. Godfrey.
 Three Rivers... H. A. Filler... D. W. Thayer.

C. S. KELSEY,
 President Mich. Div., T. P. A.

Oceana County Moving Along in Good Shape.

HART, Nov. 10, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR—Last evening our business Men's Association held its second meeting. Although a stormy night, there was a large and enthusiastic number out. After the usual routine of business, the meeting was turned into an experience meeting. All expressed themselves well-pleased and reported good results, so far as they had used their opportunities. There seems to be a hesitancy on the part of some members, however, in sending out statements to tardy debtors and a holding back to see what results others will have. We now number about sixty members and by the next meeting will present nearly a solid front in the three towns, including blacksmiths, wagon makers and druggists.

By the way, we want seventy-five of the State delinquent lists for distribution among our members. What will they cost us?

Yours respectfully,

E. S. HOUGHTAING,
 Sec'y Oceana B. M. A.

GET THE BEST.

WM. L. ELLIS & CO.

STAR BRAND
 Baltimore Oysters.



Our Oysters are packed only at Packing House. We do not cater for Slack Filled or cheap Bulk Trade, better known as Fresh Water Snaps; but handle nothing but choice Salt Sea Stock. A Trial will Convince You. Prices from Baltimore or Grand Rapids furnished on application.

We carry a large stock of

Sea and Lake Fish in Packages.

Consignments of Game Solicited.

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

PUTNAM & BROOKS,
 JOBBERS OF
OYSTERS,
 And Manufacturers of
CANDY.

Smoke the "L.C.B." & "Fox" Cigar.



FOX & BRADFORD,

EXCLUSIVELY

WHOLESALE
CIGARS!

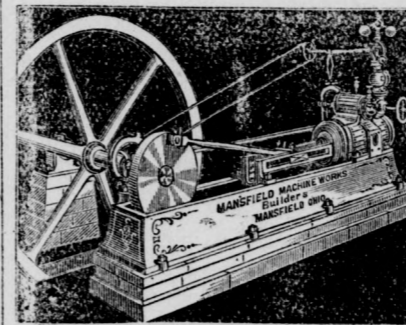
76 South Division St.,

Grand Rapids, - Mich.

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, MICH.

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 himself, 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.

ARTHUR MEIGS & CO.,
 Wholesale Grocers,

77, 79, 81 and 83 South Division St., Grand Rapids, Mich.

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.

Wall Paper AND Window Shades

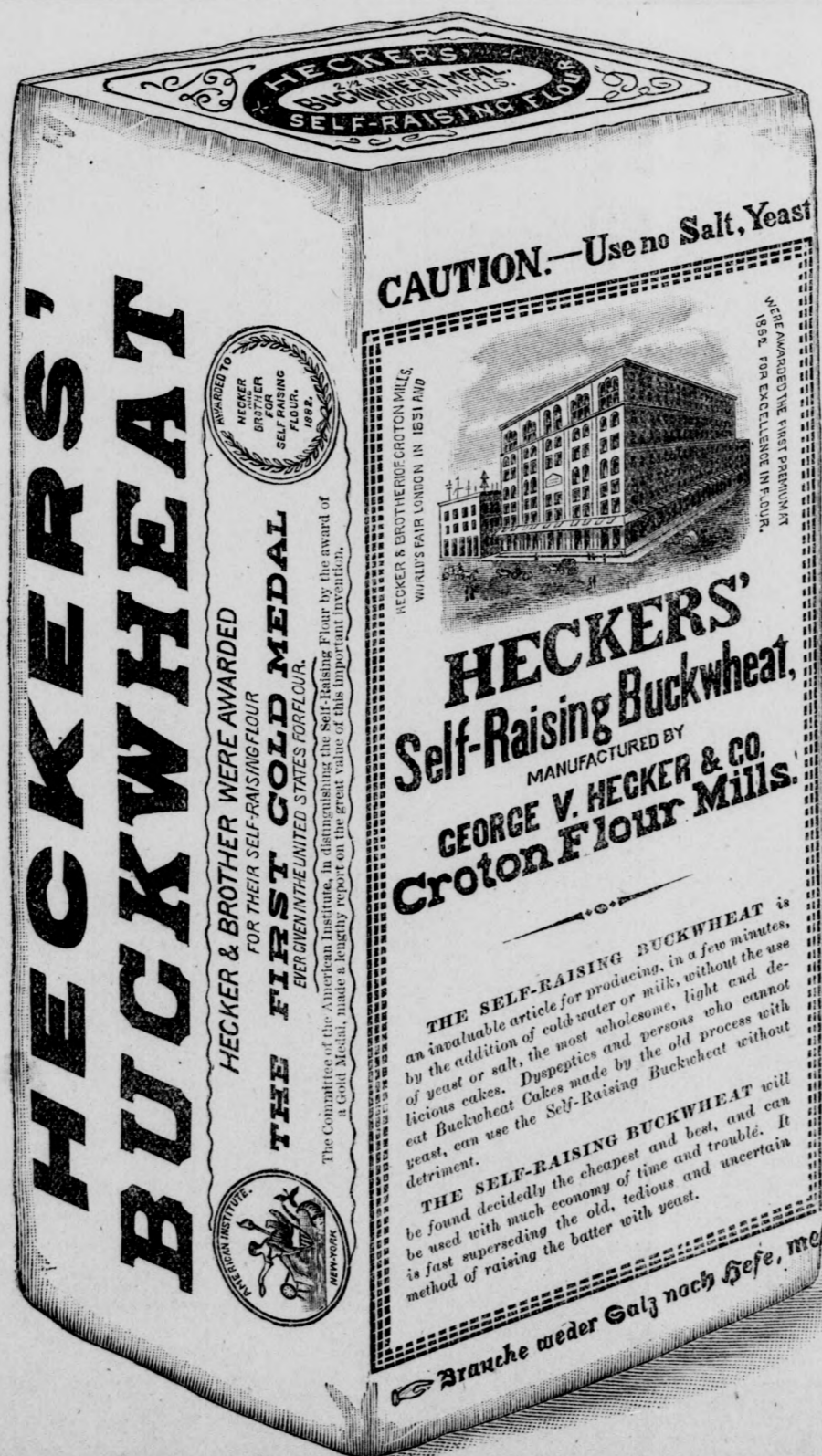
At Manufacturers' Prices.

SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order.

68 MONROE STREET, GRAND RAPIDS.

Nelson Bros. & Co.



HECKERS' SELF-RAISING BUCKWHEAT.

Boxes holding 20 5 pound packages,	\$4.50
" " 40 2 1-2 " "	\$4.50
" " 32 3 " "	\$4.30

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

Drugs & Medicines

State Board of Pharmacy. One Year—F. H. VanEmster, Bay City. Two Years—Jacob Jenson, Muskegon.

Michigan State Pharmaceutical Ass'n. President—Frank J. Wurzberg, Grand Rapids. First Vice-President—Mrs. C. W. Taylor, Loomis.

Grand Rapids Pharmaceutical Society. ORGANIZED OCTOBER 9, 1884. President—Geo. G. Steketee. Vice-President—H. E. Locher.

Detroit Pharmaceutical Society. ORGANIZED OCTOBER, 1885. President—A. P. Parker. First Vice-President—Frank Inglis. Second Vice-President—C. M. Mueller.

Jackson County Pharmaceutical Ass'n. President—R. F. Latimer. Vice-President—C. D. Colwell. Secretary—A. J. King.

THIRD ANNUAL MEETING. Of the Grand Rapids Pharmaceutical Society. The third annual meeting of the Grand Rapids Pharmaceutical Society, which was held at THE TRADESMAN office last Thursday evening, was largely attended.

Of the Grand Rapids Pharmaceutical Society. We come together this evening to make record of our labors for the past twelve months. When, two years ago, a few of the pharmacists of this city met and determined to organize a local Pharmaceutical Society, their most sanguine expectations fell far short of the splendid success of this Society.

Of the Grand Rapids Pharmaceutical Society. The meeting then adjourned, and the Society proceeded in a body to the Morton House, where all sat down to an elegant repast. At the conclusion of the feast, President Steketee called upon Dr. Wm. Wood for a few remarks, who replied very appropriately as follows:

Your call on me is as informal as it is unexpected, but the association of the physician and the dispensing drug clerk is so interwoven as to commend ourselves as brothers. Life and the continuance of life rest upon us and I am proud to meet you at this banquet commemorative of the third year of your existence.

It has been my privilege to visit the retail drug houses from Ontario, Canada, to Denver, Colorado, and I must say that nowhere have I seen so many in proportion of population and such intelligent prescription clerks as in our own beloved city, Grand Rapids. Wherever you see an intelligent class of dispensing pharmacists, there you will also see a class of intelligent physicians; the two go hand in hand.

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ed and the Treasurer also tendered a rising vote of thanks. Election of officers being then in order O. H. Richmond was appointed to act as teller. H. B. Fairchild nominated Geo. G. Steketee for President and Isaac Watts named John E. Peck for the same position. Mr. Peck positively declined to allow his name to be used in such connection, when Mr. Steketee was elected President by acclamation. Mr. Steketee acknowledged the compliment in a short speech, thanking the Society for the honor conferred upon him and promising to perform the duties of the office to the best of his ability.

Nominations for Vice-President being in order, Will L. White named Dr. H. E. Locher and Isaac Watts nominated Mr. White. The latter refused to allow his name to be used, and Dr. Locher was unanimously elected.

Frank H. Escott and H. B. Fairchild were unanimously re-elected Secretary and Treasurer, respectively.

Election of Trustees resulted in the selection of John E. Peck, M. B. Kimm, Wm. H. Van Leeuwen and O. H. Richmond.

On motion of H. B. Fairchild, the following resolution was adopted: Resolved—That the thanks of this Society be hereby tendered to the jobbing trade of this city, who aided us by liberal contributions to entertain the Michigan State Pharmaceutical Association at its recent annual meeting.

A vote of thanks was extended Mr. Stove for the use of his office for meeting purposes, and other courtesies; to the Hazeltine & Perkins Drug Co., for the reception tendered the State Association; to Will L. White for his effective services as Local Secretary; to Frank H. Escott for his praiseworthy efforts as Secretary. Mr. Escott was also voted \$25.

The President-elect was given until the December meeting to announce the regular standing committees.

President Wurzberg announced the following Committee on President's Address: Messrs. Watts, Will. L., White, Jno. E. Peck.

On motion of H. B. Fairchild, the annual dues for 1886 were remitted.

Will L. White moved that the Secretary be instructed to issue a circular to every member of the Society, setting forth the action taken on the free sample nuisance, so that there may be no misunderstanding. Also that the Secretary communicate with H. E. Bucklen & Co., of Chicago, requesting them to discontinue the advertising of free samples in this city. Both motions were adopted.

On motion of Geo. G. Steketee, the President's address and the Treasurer's report were ordered spread on the records.

The meeting then adjourned, and the Society proceeded in a body to the Morton House, where all sat down to an elegant repast. At the conclusion of the feast, President Steketee called upon Dr. Wm. Wood for a few remarks, who replied very appropriately as follows:

Your call on me is as informal as it is unexpected, but the association of the physician and the dispensing drug clerk is so interwoven as to commend ourselves as brothers. Life and the continuance of life rest upon us and I am proud to meet you at this banquet commemorative of the third year of your existence.

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Soliman Snooks Participates in an Association Banquet.

CANT HOOK CORNERS, Nov. 14, 1886. Mr. Editor: Since my last we have had a big time up here at our annual meeting of the Association. We had the biggest crowd out we have ever had yet, because our Secretary, Mr. S. Cott, sent out postals to all the members informing them that a free banquet would be given after the annual election of officers was over.

Every dealer, and particularly druggists, could see at a glance the expediency of having this spread, because if there is any class of men on this earth that deserve a good square meal at least once a year, it is the class known as registered pharmacists.

The meeting opened by the opening of a box of cigars by the editor of the *Grabag*. This editor is the only one I ever saw that could afford to keep any cigars in his office, much less 10 centers. The *Grabag* has a big circulation, but it never circulated any faster than the aforesaid cigars.

The President made a short address in a happy vein, becoming the occasion, which was received and placed on file with a rising vote of thanks.

The Treasurer then reported and received a rising vote of thanks. After we had paid off our officers this way, which is a cheap and economical plan that I can recommend to other societies as having a tendency to prevent too much office seeking, we proceed with business.

A slight difficulty occurred, by reason of a motion made by Mr. Richardson, of Hemlock Springs, to expend 32 cents in purchasing a receipt book for the use of the Treasurer. The Treasurer considered it a personal imputation upon his honor for any brother to ask for a receipt, inasmuch as his face was good for the amount of any man's dues. On this representation the point was conceded and the motion withdrawn for the sake of harmony.

Election of officers was now in order and Mr. George Washington Striker, of Munroville, was duly elected President for the ensuing year.

The new President cracked two jokes during the evening, which added vastly to the hilarity of the occasion. I will forward them by this evening's freight.

Mr. Hazelnut rose to a point of order to enquire if it was not time for supper.

Mr. Chemical remarked that the last speaker had been fasting three days in anticipation of this event.

Mr. Fairboy said the spread would not be ready before ten or eleven as he had thoughtlessly filled himself up on hash that evening.

Dr. Lookhere, of Grandtown, was willing to furnish any member an emetic, from his pocket case, if needed to prepare himself for the collation.

We all passed. Dr. Watters ordered up the previous question.

Mr. Vanlosem thought there was no previous question.

President Wizebug looked under the inkstand and decided the point well taken.

We then elected all the other officers by acclamation, except Trustees. A sharp contest ensued over these offices, as Trustees have nothing to do and get the same pay as the President.

Seven different motions were now made to adjourn, which were seconded by nine others members, but Mr. A. T. Quartz, of Drug Corners, who had his regular supper at 7:30, got the floor and opened up the subject of a new price list.

Mr. Vanlosem opened some free samples and Mr. Fairboy moved that the dues of members for 1886 be emitted, as very few had emitted for themselves. This motion was supported by seventeen members and duly carried.

Mr. Striker said he had paid for 1886. The Treasurer said he should like to see his receipt, when Mr. Striker subsided.

The Secretary was authorized to telephone about town to pick up all the doctors he could find to help eat the supper.

He caught Dr. Fuel, Dr. Bath and one or two others, including a fat, jolly, bald-headed syringe drummer from Buffalo, who helped us out greatly in the matter of disposing of the grub, when we got to the table.

The landlord of the More Ton Hotel deserves praise for the splendid lay out, which I will not attempt to do justice to. I did do justice to it at the time, though.

Although "Mum" was the word, none of us was "extra dry" when we got through. The after supper speeches were very short, as every man's vest seemed to fit him too tight.

The worthy Treasurer's face looked like the moon trying to rise in the evening and falling from being too full.

But in honor of the Association, I must testify that I never saw a soberer or better behaved crowd.

With the single exception of a wink at a dining room girl by the fat drummer, every one acted as if it was a Sunday School convention. My hat was too small next day and Mrs. Snooks threw out several dark hints to the effect that "business meetings" would do very well, "for a name," but in her opinion us men liked to get off by ourselves and "have a time."

WHOLESALE PRICE CURRENT.

Table listing various commodities and their prices, including items like Aceticum, Benzoinum, Carbonum, Citricum, etc., under categories like ACIDUM, AMMONIA, BACCAR, BALSAMUM, CORTEX, FERRUM, GUMMI, HERBA, OLEUM, POTASSIUM, RADIX, SEMEN, and SPONGES.

Table listing various chemicals and pharmaceuticals and their prices, including items like Antimoni, Antimoni et Potass Tart, Arsenicum, Bismuth, etc., under categories like CHEMICALS, PHARMACEUTICALS, and MISCELLANEOUS.

HAZELTINE & PERKINS DRUG CO., WHOLESALE

Druggists!

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

Drugs, Medicines, Chemicals, Paints, Oils, Varnishes, and Druggists' Sundries.

Elegant Pharmaceutical Preparations, Fluid Extracts and Elixirs.

Wolfe, Patton & Co. and John L. Whiting, Manufacturers of Fine Paint and Varnish Brushes.

Pioneer Prepared Paints.

Grand Rapids Brush Co., Manufacturers of Hair, Shoe and Horse Brushes.

Weatherly's Michigan Catarrh Cure.

Wine and Liquor Department.

WITHERS DADE & CO. S.

Sour Mash and Old-Fashioned Hand-Made, Copper-Distilled.

WHISKYS.

Michigan Drug Exchange.

Mills & Goodman, Props.

Druggists' Favorite Rye.

Gins, Brandies & Fine Wines.

Patent Medicines, Hazeltine & Perkins Drug Co.

H. LEONARD & SONS,

134, 136, 138, 140 Fulton Street,

Grand Rapids, Mich.

No. 1886 Assorted Package Fancy Goods.

Packed Ready for Shipping.

These packages contain the largest possible assortment of Holiday Goods and Toys that can be had at the price. Our long experience in selecting such Assorted Packages, which we have made a feature of our business for many years enables out of town buyers to get the most desirable assortment in the market. We would advise the selection of one of the Tin Toy Packages with either of the others, as there are no duplicates, but all choice, saleable goods. Customers can re-order any articles which find a ready sale.

NO. 1886 F. G.

	Wholesale Price.	Retail Price.	Total.
1-6 doz. Decorated Alabaster Vases.....	2.00	33	25 50
1-3 " " " " " " " " " " " " " "	3.00	100	50 2.00
1-3 " " " " " " " " " " " " " "	2.25	75	25 1.00
1-6 " 10 inch Silvered Vases.....	2.25	38	25 50
1-6 " 9 " " " " " " " " " " " " " "	1.50	25	20 40
1-6 " 7 " " " " " " " " " " " " " "	85	43	10 60
1 " 4 " " " " " " " " " " " " " "	40	05	60
1/2 " Open assorted cups and saucers.....	2.00	100	25 1.50
1/2 " " " " " " " " " " " " " "	2.25	112	30 1.80
1/2 " " " " " " " " " " " " " "	3.00	150	40 2.40
1/2 " " " " " " " " " " " " " "	4.00	100	50 1.50
1/2 " " " " " " " " " " " " " "	6.00	150	75 2.25
1 " Child's " " " " " " " " " " " " " "	1.00	15	1.80
1 " " " " " " " " " " " " " "	85	10	1.20
1 " " " " " " " " " " " " " "	3.50	1.75	50 3.00
1/2 " " " " " " " " " " " " " "	4.25	1.06	60 1.80
1/2 " " " " " " " " " " " " " "	6.25	2.08	1.00 4.00
1 " Child's " China Mugs.....	35	05	60
1 " " " " " " " " " " " " " "	60	10	1.20
1 " " " " " " " " " " " " " "	60	10	1.20
1/2 " Large " China " " " " " " " " " "	1.50	75	20 1.20
1/2 " " " " " " " " " " " " " "	1.75	88	25 1.50
1/2 " " " " " " " " " " " " " "	2.25	1.12	35 2.10
1 " C. C. " A. B. C. " " " " " " " " "	50	10	1.20
1 " " " " " " " " " " " " " "	55	10	1.20
1/2 " Pairs Child's Knife and Fork.....	1.00	50	15 90
1 " Wire Baskets, assorted color, glass center.....	90	10	1.20
1/2 " " " " " " " " " " " " " "	2.25	1.13	25 1.50
1-12 " Smoking Sets.....	62	1.00	75
1-12 " " " " " " " " " " " " " "	50	75	1.00
1-6 " Brazil Bread and Milk Sets, 3 pieces.....	3.75	62	50 1.00
1-12 " Blue " " " " " " " " " " " " " "	50	85	1.20
1/2 " Assorted Plate Sets.....	2.25	1.13	25 1.50
1/2 " Square assorted creams, decorated.....	2.00	1.00	25 1.50
1 " Fruit plates, 6 decorations.....	1.50	25	3.00
1 " China Whistles.....	35	05	60
1 " Hat Tooth Pick Holders.....	42	05	60
1 " Large China Animals.....	75	10	1.20
1 " " " " Figures.....	35	05	60
1 " " " " " " " " " " " " " "	35	05	60
Package, 50c.	32	37	53 85



No. 5 Ass'd Case Holiday Goods---Choice 5c, 10c & 25c Articles.

Look over the Figures---Cost of the Package, \$39.40; Selling price of the package, \$62.65; Net Profit, \$24.25.

	Wholesale Price.	Retail Total.		Wholesale Price.	Retail Total.		
1 doz. Midg't A B C Books, Linen.....	42	05	60	1 " Flannel Animals.....	75	10	1.20
1 " Everlasting " " " " " " " " " " " " " "	87	10	1.20	1/2 " Napkin Rings.....	88	25	1.50
1 " Noah's Ark Picture Books, 6x9.....	42	05	60	1 " Dust Fans, assorted colors.....	25	05	60
1 " Aunt Kate Series Picture Books, 7 1/2 x 10 1/4, 6 kinds.....	75	10	1.20	1 " Brooms, painted handles.....	90	10	1.20
1/2 " Prattler Bound Picture Books, 7 1/2 x 9 1/2, 6 kinds.....	75	25	1.50	1/2 " Large Musical Tops.....	88	25	1.50
1 " Hills A B C Blocks.....	60	10	1.20	1/2 " Iron Savings Banks.....	42	10	60
1 " " " " " " " " " " " " " "	1.00	25	1.50	1/2 " " " " " " " " " " " " " "	50	25	75
1 " Building Blocks.....	65	10	1.20	1 " Toy Sad Irons and Stands.....	30	05	60
1/2 " " " " " " " " " " " " " "	63	20	1.20	1 " " " " " " " " " " " " " "	65	10	1.20
1/2 " " " " " " " " " " " " " "	54	25	75	1 " Match Stands or Tooth Pick Holders.....	45	05	60
1 " Solid Rubber Balls.....	75	10	1.20	1/2 " Toy 4 Bottle Casters.....	44	25	75
1 " Squakers.....	18	05	60	1 " Painted Cups.....	45	05	60
1 " Police Whistles.....	48	05	60	1 " Tin Trumpets, 6 kinds.....	65	10	1.20
1 " Brass Toy Bells.....	40	05	60	1 " Swords.....	75	10	1.20
1/2 " Checker & Boards.....	39	10	60	1 " " " " " " " " " " " " " "	80	10	1.20
1/2 " " " " " " " " " " " " " "	50	25	75	1 " Assorted Whips.....	35	05	60
1 " Dominoes.....	42	05	60	1 " Tin A B C Rattles and Whistles.....	18	05	60
1/2 " " " " " " " " " " " " " "	1.00	25	1.50	1 " Watches and Chains.....	40	05	60
1 " Games Old Maid.....	85	10	1.20	1 " " " " " " " " " " " " " "	85	10	1.20
1 " Transparent Slates.....	65	10	1.20	1 " Richter 10 key Harmonicas.....	55	10	1.20
1 " " " " " " " " " " " " " "	40	05	60	1/2 " Ludwig 10 " " " " " " " " " " " " " "	75	10	1.50
1 " Paints, in boxes.....	35	05	60	1 " China Limbed Dolls.....	85	10	1.20
1/2 " " " " " " " " " " " " " "	35	10	60	1 " " " " " " " " " " " " " "	1.75	25	3.00
1 " Rattan canes.....	40	05	60	1 " Dressed " " " " " " " " " " " " " "	65	10	1.20
1/2 " King Phillip Guns.....	1.00	25	1.50	1 " White China Babies.....	40	05	60
1 " Toy Guns.....	75	10	1.20	1/2 " Boys' Tool Chests.....	50	25	75
3 " 1 box assorted China Toys.....	75	05	1.80	1/2 " Building Blocks on Wheels.....	54	25	75
1 " assorted Snakes.....	65	10	1.20	1/2 " A B C Wood Tables.....	71	25	1.00
1/2 " Surprise Boxes.....	1.00	25	1.50	1/2 " Dissected objects, 3 kinds.....	50	25	75
1 " " " " " " " " " " " " " "	75	10	1.20	1 " China Mugs.....	75	10	1.20
No charge for Package.	\$39.40	\$62.65					

WHOLESALE Toys and Holiday Goods, SILVER PLATED WARE, Crockery, Glassware & Lamp Goods.

No. 45 Assorted Package Tin Toys.

	Wholesale Price.	Retail Total.
1 doz. Animals Assorted.....	35	05 60
1 " " " " on wheels.....	35	05 60
1 " " " " " " " " " " " " " "	75	10 1.20
1 " " " " " " " " " " " " " "	75	10 1.20
1/2 " Wagons, on wheels.....	1.00	25 1.50
1/2 " Large Animals, on wheels.....	88	25 1.50
1-6 " Locomotives.....	33	25 50
1-12 " " " " " " " " " " " " " "	71	1.00
1-12 " " " " " " " " " " " " " "	71	1.25
1-12 " Elephants on wheels with ringing bells.....	54	75
1-12 " Sail Boats " " " " " " " " " " " " " "	54	75
1-6 " City Horse Cars.....	75	50 1.00
1/2 " 1/2 pint Painted Covered Pails.....	21	05 30
1/2 " No. 3 " " " " " " " " " " " " " "	38	10 60
1-12 " Toy stoves with Furniture.....	35	50
1/2 " " " " " " " " " " " " " "	50	25 75
1/2 " " " " " " " " " " " " " "	37	10 60
1 " " " " " " " " " " " " " "	45	05 60
1 " " " " " " " " " " " " " "	25	05 60
1 " Rustic Banks.....	45	05 60
	10 79	16 40

No. 46 Assorted Package Tin Toys.

	Wholesale Price.	Retail Total.
1 doz. 39 Animals on Wheels.....	35	05 60
1 " 134 Small Wagons.....	75	10 1.20
1 " 173-19 Tops.....	80	10 1.20
1/2 " 138 Wagons.....	2.00	1.00 25 1.50
1/2 " 32 Revolving Groups.....	2.00	50 25 75
1-12 " 241 City Horse Cars.....	4.50	38 50
1/2 " 404 Animals on wheels.....	1.75	44 25 75
1/2 " 41 " " " " " " " " " " " " " "	1.10	23 15 45
1/2 " 38 " " " " " " " " " " " " " "	75	37 10 60
1 " 8 Kitchens and Furniture.....	75	10 1.20
1-12 " 170-9-3 Stoves and Furniture.....	2.00	50 25 75
1-12 " 100 " " " " " " " " " " " " " "	1.25	35 50
1-12 " 420 Dogs on wheels and bells.....	54	75
1-12 " 422 Sail Boats.....	54	75
1-12 " 403-2 Large Horses on wheels.....	35	90
1/2 " pint Covered Pails, painted.....	75	38 10 60
1/2 " 1/2 pt. " " " " " " " " " " " " " "	42	21 05 30
1 " Toy Cups, painted.....	25	05 60
1 " Drum Banks, " " " " " " " " " " " " " "	40	05 60
1/2 " 173-28 Musical Tops.....	2.25	1.12 25 1.50
1-12 " 401-1 Locomotives.....	2.00	17 25
1/2 " 419 Butterfly and bells.....	2.00	50 25 75
No charge for Package.	10 91	16 60

Origin of the Word "Molasses."

As molasses first came to us from the West Indies, where sugar was one of the great products, it is probably a Portuguese or Spanish word. The Spanish spelling is Malaza, the z being sounded like th in bath, which would hardly cause the sound of ess, so that in this case it may have come from the Portuguese Melaco, where the c is sounded like ess. The Spanish word for molasses is Melaza, the Italian Melassa, the French Melassa, the Latin Mellaceus—made with honey, hence honey like. Portuguese Melado—mixed with honey. Molasses proper is that which drains from the sugar while in the process of making. Treacle, or known in American as sugar house molasses, is the fluid result that comes from the process of refining sugar. In the seventeenth century the spelling of the word was nearly always molasses (by English speaking people), as shown by old records and invoices. In connection with this it will prove interesting to know that sugar was well known to the ancient Jews. Nearchus, one of the Admirals of Alexander, who was a great wanderer, found sugar cultivated in the East Indies, B. C. 325, and brought quantities of it back with him. The seed cane was first introduced into Europe, from Asia, A. D. 625, and although active efforts were made to cultivate it in Italy and Southern Spain, the results were not at all satisfactory. In 1510, sugar cane was introduced in the West Indies, by Columbus. In 1751, sugar culture was actively begun in what is now known as the State of Louisiana, but no report of the product is on record earlier than 1823. The cultivation of sorghum in China, dates back beyond record. This was used entirely for making syrup, the same as is now produced largely in the States of Illinois, Wisconsin, Ohio and Iowa. Sorghum syrup very seldom granulates or crystallizes, and for this reason it is very much appreciated by the celestials in the manufacture of their preserves and candied sweets. ROBERT M. FLOYD. Chicago, Nov. 2, 1886.

Michigan's Influence in Iowa.

Readers of THE TRADESMAN will remember that A. S. Burnell, of Marshalltown, Iowa, recently visited Michigan for the purpose of investigating the system in use by the associations of this State and that he accompanied the editor of THE TRADESMAN to Sparta on the occasion of organizing an association there. When he left for home, he promised that Michigan would hear from him, and under date of November 6, he writes as follows: I told you I was going to spend some time on association work, and I have kept my word. Last Wednesday I went to Webster City and succeeded in forming a union of twenty-three merchants. After the preliminary organization had been effected, I told the charter members that they ought to go around and see the other merchants in the city who had not joined and get them to come in. They did as I suggested and the next day fifteen additional names were added to the membership list. My assistants goes to Bedford Iowa, and Hopkins, Mo., shortly, and will form associations at both places.

Will Give the Dead-Beat the Cold Shoulder.

COOPERSVILLE, Oct. 30, 1886.

Frank Hamilton, Traverse City: DEAR SIR—I suppose you have seen through THE TRADESMAN that we have organized an Association here of some thirty members. We expect to reap some benefits from it financially and socially, and to give the dead-beat the cold shoulder.

We have requested our Treasurer to remit our per capita tax to the Secretary of the State Association.

We are looking forward with a good deal of pleasure to our next State meeting in March.

We shall have our next meeting Friday evening. We should be pleased to have a visit from you whenever convenient for you to do so. Yours respectfully,

R. D. McNAUGHTON, Sec'y Coopersville B. M. A.

"A Grand Thing."

ADA, Oct. 30, 1886.

Frank Hamilton, Traverse City: DEAR SIR—Yours of the 27th to President Watson was handed to me for reply, and I would say that the Association is a grand thing. We shall surely reap "protection" if we all stick together. We have collected several debts already which we would have taken 10 cents on the dollar for, and I can say that we are already paid for all the expense we have been to.

We have voted to join the State Association. Yours respectfully,

E. E. CHAPPEL, Secretary Ada B. M. A.

Selling Off Regardless of Cost.

Clerk (to employer)—What shall I mark that new lot of tin pails at?

Employer—Mark the selling price at \$1 apiece.

Clerk—But they only cost thirty-seven cents.

Employer—I don't care what they cost. I am selling off regardless of cost.

"Going Slow, but Deriving Benefit."

MANTON, Nov. 9, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR—Please find enclosed check for \$1.30 to pay our per capita tax on thirteen members to the M. B. M. A.

We are going slow, but I think we are deriving benefit from the organization.

Yours respectfully,

RINALDO FULLER, Sec'y Manton B. M. A.

Roofing Felt.

We shall be out with an ad next week for two and three ply roofing felt. Exactly the thing that the Centennial buildings were roofed with.

Anybody can put it on and it makes the best roof in the world. Can furnish samples next week.

CURTIS, DUNTON & Co.

THE BEST IN THE MARKET.



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

POTATOES!

CAR LOTS A "SPECIALTY."

We offer Best Facilities. Long Experience. Watchful Attention. Attend Faithfully to Cars Consigned to us. Employ Watchmen to see to Unloading. OUR MR. THOMPSON ATTENDS PERSONALLY TO SELLING. Issue SPECIAL POTATOE MARKET REPORTS. KEEP OUR SHIPPERS fully posted. OUR QUOTED PRICES CAN BE DEPENDED UPON. WE DO NOT quote irregular or anticipated prices. Consignments Solicited. Correspondence Invited from Consignors to this market. References given when requested.

WM. H. THOMPSON & CO., Commission Merchants, 166 SOUTH WATER ST., CHICAGO, ILL.

POTATOES.

We make the handling of POTATOES, APPLES and BEANS in car lots a special feature of our business. If you have any of these goods to ship, or anything in the produce line, let us hear from you, and will keep you posted on market price and prospects. Liberal cash advances made on car lots when desired.

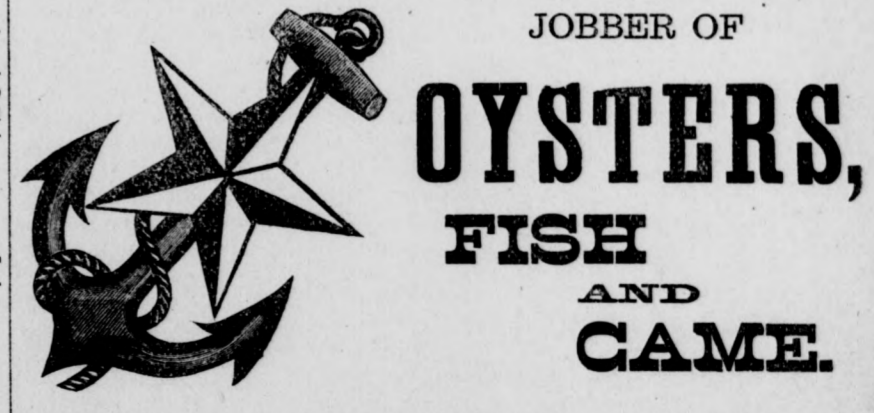
Agents for Walker's Patent Butter Worker. EARL BROS., Commission Merchants. 157 S. Water St., Chicago, Ill.

Reference: FIRST NATIONAL BANK.

F. J. DETTENTHALER,

117 Monroe St., Grand Rapids.

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