

# The Michigan Tradesman.

73

VOL. 4.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 24, 1886.

NO. 166.

**FOX & BRADFORD,**  
Agents for a full line of  
**S. W. Venable & Co.'s**  
PETERSBURG, VA.,  
**PLUG TOBACCOS,**  
NIMROD,  
E. C.,  
BLUE REITER,  
SPREAD EAGLE,  
BIG FIVE CENTER.

**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**

We have just purchased a large invoice of  
**"PLANK ROAD PLUG"**  
Send us a Trial Order.

Spring Chicken, Moxie and Eclipse always in stock.

**OLNEY, SHIELDS & Co.**  
GRAND RAPIDS, MICH.

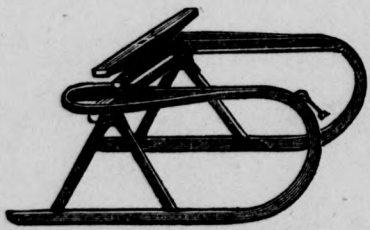


**EATON & LYON,**  
Importers,  
Jobbers and  
Retailers of

**BOOKS,**

Stationery & Sundries,

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



**Belknap Wagon & Sleigh Co.**

MANUFACTURERS OF  
**BELKNAP'S  
PATENT  
SLEIGHS,**

Business and Pleasure Sleighs, Farm Sleighs, Logging Sleighs, Lumbermen's and River Tools.

We carry a large stock of material, and have every facility for making first-class sleighs of all kinds.  
Shop Cor. Front and First Sts., Grand Rapids.

**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.

**NEW ENTERPRISES**  
JUST STARTING  
Will find everything they want

**OFFICE SUPPLIES,**

**RIGHT PRICES**

**Geo. A. Hall & Co.**  
**STATIONERS,**

29 MONROE ST., - GRAND RAPIDS.

**EDMUND B. DIKEMAN,**

**GREAT WATCH MAKER,**

**JEWELER.**

44 CANAL STREET,

GRAND RAPIDS, MICH.

**LUDWIG WINTERNITZ,**

STATE AGENT FOR

**Fermentum!**

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.

**STEAM LAUNDRY,**

43 and 45 Kent Street.

**STANLEY N. ALLEN, Proprietor.**

WE DO ONLY FIRST-CLASS WORK AND USE NO

CHEMICALS.

Orders by Mail and Express Promptly Attended to.

**BUY WHIPS and LASHES**

**G. ROYS & CO.,**

Manufacturers agents,

2 Pearl St., Grand Rapids, Mich.

Get spot cash prices and have the profits. Orders by mail promptly attended to.

**SEEDS**

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

**GRAND RAPIDS GRAIN AND SEED CO.**

71 CANAL STREET.

**The CELEBRATED EMERY \$3 SHOE**

MANUFACTURED BY

**HATCH & EMERY, Chicago and Boston.**

D. G. KENTON, Traveling Salesman,

227 Jefferson Street, Grand Rapids, Mich.

**ALBERT COYE & SON,**

DEALERS IN

**AWNINGS AND TENTS**

Horse and Wagon Covers,

Oiled Clothing,

Feed Bags,

Wide Ducks, etc.

Flags & Banners made to order.

**THE DRUMMERS "GRIP."**

Its sides are all battered and broken and torn; With the hardships of travel it's all scarred and worn; It has been my companion on many a trip, And I love it, I love it, my battered old grip.

When I first bought it new, it was yellow as gold; Its sides were strong and well able to hold All the shirts, cuffs and collars I'd need on the trip; Can you blame me for loving my battered old grip?

When I brought it home then there were little hands kind, That filled it with nick-nacks that seemed to her mind To be useful to me when on a long trip; The thought of these things makes me love my old grip.

I've packed it myself as full as 't would hold, Of samples and clothing and sundries untold, But there was never a time when a bottle of "nip" Could not find some room in my battered old grip.

It's often been opened between seats on the cars, Surrounded by "drummers" as jolly as "tars," Who knew well how to enjoy a game of draw on a trip, With naught for a table but my battered old grip.

Its battered old sides many secrets have held, That when once inclosed in them all fears were expelled, Of them ever being known, for it would not give me the slip, My old friend, my true friend, my battered old grip.

Traveling thousands of miles it has been at my side, Sticking close as a brother—yes, close as a bride; And now I can't think of making a trip Without first joining hands with my battered old grip.

**"PAY, PROGRESS AND PRINCIPLE."**

Ring Address from President Hamilton—Pertinent Suggestions.

TRAVERSE CITY, NOV. 20, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR—To-day I enclose you two advertisements from two boot and shoe dealers, located not very far from your city, and for the entertainment of your readers in trade, I have noted opposite the advertised prices the probable, and in some cases the actual, cost of each article. The first was issued for what reason we know not. The second was undoubtedly in response, and commercially speaking, bears the true ring of a challenge to mortal combat between two retailers—a genuine war-whoop at the commencement of the season's business. Standing at this distance, it is difficult for any one to judge correctly of the outcome. Should I dare venture an opinion, it would be along the line of a "draw" after a few rounds, resulting in ruined prices and a loss of confidence in trade circles—possibly a settlement with creditors at fifty cents on a dollar and a stigma attached to one, or both, by the community that will not be easily erased. Civilization in business, as in society, is dependant upon the mingling and commingling of its members.

Now, Brother Stowe, do we not have too much of this cannibalism and prize-fighting among retail dealers? We seldom hear of anything like it among the jobbing fraternity, and why not? I leave it for another to answer.

I regret that there is a spot in this grand old State of Michigan so distant that the messengers of peace and good will among merchants have never entered therein. If the Michigan Business Men's Association will, at our next meeting, set aside a sum for missionary work among the merchants, we will appoint a good lay member to visit this place where these men reside and flood their stores with good reading on the benefits of organization. Until our Association can endorse this move, I would suggest that you, at your own expense, seek out this quarter, talk up organization, circulate recent copies of THE TRADESMAN, subdue them by force of arms, if necessary, to a fair and just competition, and come away and watch results.

Again, is there any work of civilization in taking, as for instance, a line of rubbers the purchase price of first qualities by the best companies being the same to all, regardless of the "color line," and flaunting the prices to the public from ten to twenty per cent. below actual cost? If so, wherein does it lie? wherein is it a mark of generosity to the consumer, or of honor, or of victory to the seller? Perhaps Mr. Arnold, Ex-President of the National Boot and Shoe Association, whose letters I have read with pleasure, can tell us. If I could not hope that through the instrumentality of our State organization that some day the spirit in trade would burn out much of this savage element; that merchants would recognize each others right in trade; that the many discordant elements now existing could not be erased, through an occasional social meeting, as is in the case of other classes of men; that the extreme and narrow individualism tending to aristocracy on one side, or to intentional bankruptcy on the other, each for the want of more social contact could not be harmonized; did I not feel that sooner or later the dead-beat would not only be astounded socially, but driven to a more congenial climate and the cash system more strictly adhered to, that every consumer would know that his "rating" was in the office of the retailer as the retailers' is before every jobber—I would say that our future efforts would be in vain; but as I see a broad field spread out before us, and I have the greatest confidence in

humanity, let us "six hundred strong"—which we number to-day—cover this vast domain. Let us wave the banner of the Michigan Business Men's Association over every village, city and hamlet, with these letters in gold inscribed therein:

**PAY, PROGRESS AND PRINCIPLE.**  
Being very much engaged in business at the present time, I offer this in haste and leave the further discussion of it to our worthy Committee on Trade Interests.

Yours in the work,  
**FRANK HAMILTON.**  
President Michigan Business Men's Association.

**Mr. Kelsey Replies to "The Tradesman's" Criticisms.**

IONIA, NOV. 21, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR—May I ask small space in your next issue to make one correction and to refer to at least two matters involved in your editorial on "Mr. Kelsey's Views?"

Under the third suggestion, I am made to say that some person should read a paper on "The Convict System," its advantages, etc. Now, it doubtless appears to your readers as if that were a decidedly vague subject in this connection, and I had no intention to make such. Just what I did say was—that a paper be read on "The Credit System, its Advantages and its Disadvantages." It occurs to me that such a paper would prove valuable, owing to the fact that there are diverse opinions on this question, some maintaining that it is practicable and possible to wholly abolish; and others, that it is only possible to curtail and systematically and effectually govern, the much-abused system. Inclining to the latter belief, I earnestly hope we may have the pleasure of listening to a paper of this character.

Referring to the editorial, I concede one objection noted, concerning the holding of the Association at Lansing in March. If the attendance should be liberal, it might be difficult to secure comfortable accommodations at reasonable rates; still, it would seem that a city of 10,000 people, possessing the hotels that Lansing boasts, ought easily to care for the number of delegates that will attend. Before the day of assembling shall have arrived, it is to be hoped that the Senatorial contest will be settled and that the city will have attained its usual quiet. However, there are other good accessible points, so there need be no controversy. It is possible I may have "a wrong idea as to the proper course to pursue to secure new legislation," but if my memory and observation serve me rightly, I believe the way indicated by me to be common, practicable and entirely safe. It is of frequent occurrence that some place desires incorporation, a city charter, or a law authorizing the raising of money by bonding. What course do they pursue? Do they not first fully consider the subject, settle definitely what is desired, and then place the matter in the care of a committee—thoroughly versed as to all arguments for and against the object sought—duly empowered to lay it before the proper committee in the Legislature? I emphatically dissent from the opinion that it is usual or common to carry any ordinary matter to the local primaries to pledge a man, if elected, to vote for a special object. In nine cases out of ten, the home member and the district senator may be relied on to support any good, worthy, honorable measure that tends to the health, happiness and general good of their constituents. "Unfavorable criticisms," and "unfortunate antagonisms" may, and are liable to be encountered, but that any proposition would be criticised or antagonized to a greater degree by reason of a session of our Association in Lansing is a statement I cannot endorse. They are gentlemen—servants, if you please—put there by your vote and mine. We go before them with a request that certain laws, having laudable ends in view, be enacted. The request is preferred and is supported by such facts as we are able to adduce in support of it. Think you that our legislators would be prejudiced against us or against a worthy cause, simply because we personally appeared before them to present our own petition? Do you not rather believe that they would receive us courteously and give us that consideration usually extended under the circumstances outlined? If any legislation is necessary—and I believe we agree that there is—is it not just as necessary now, as it probably will be during the session of the Legislature convening January 1, 1889? If so, why delay? Why not set the ball in motion?

Lastly, referring to the subject of "Convict Labor," I need not say, if I catch your meaning, it requires not a giant intellect to discover that THE TRADESMAN—generally so sound and a counsellor so valuable—inclines to treat the subject lightly not to say sarcastically. To my, perhaps, unsophisticated, mind the convict system has but a single merit. In all other particulars, I, as an insignificant citizen of a great nation and of a powerful State, and a business man of humble pretensions and modest attainments, am free to say that I consider the system evil—in fact, little less than evil personified. I cannot here argue

the case, but shall simply say that the great injury falls with crushing weight upon honest labor in every State in the Union, an injury far-reaching, iniquitous and without excuse. These injuries fall not only on the laborer, but also almost directly on hundreds of business men in almost every avocation. The supposition that the strike and the boycott, as instruments in the hands of the Knights of Labor, would cause the fall of the system is erroneous. They have accomplished both much and little, but have now an ally in the field, none other than the "National Anti-Contract Prison Labor Association of Manufacturers," organized in Chicago last summer. The facts adduced, the sentiments expressed and the resolutions adopted, were respectively graphic and interesting, showing evidence of great wrongs indicted, grievous oppressions borne and of resolute determination to wage war upon an institution that jeopardizes the existence of needed manufacturing, that enhances the worth of some, that robs thousands of money that should be expended for honest labor without the prison walls. This is a matter that should enlist the sympathy of every business man, who should work not through the strike by encouragement, not through the boycott, not only through State legislation but by persistent effort, looking to the abolition of this evil by the general government; and if I read the temper of the people aright this commendable object will be effected. Thus will I ever pray.

Very respectfully,  
**W. E. KELSEY.**

**Second Annual Meeting of the Retail Grocers' Association.**

The second annual meeting of the Retail Grocers' Association, which was held last Tuesday evening, was largely attended. Applications for membership were received from the following grocers, all of whom were elected members of the Association: Winchester & Sours, 241 East Bridge street; Chas. G. Jones, 669 Wealthy avenue; H. W. Heath corner Eleventh and Turner streets; E. J. Carrel, 37 West Bridge street; P. Veldman, 119 Hilton street and Van Dam Bros. & Kievit, corner Center and Sycamore streets.

Collector Cooper reported receipts since the last meeting and read a list of the names reported to him as delinquent.

The Secretary read a number of letters from other associations, reporting delinquents who have removed to this city.

Geo. Dunaven called attention to the fact that many men employed by the jobbing houses were delinquents and that in many cases the employers refused to assist the grocer in the collection of his accounts. He suggested that the grocers withdraw their patronage from any jobber who refused to discharge an employee who would not pay his grocery bills.

E. A. Stowe said he objected to the Association going into the boycotting business. It now enjoys the respect of the jobbing trade, as was evidenced by the recent fund contributed by the wholesalers to entertain the State Association. There is not a jobber in the city who will not interest himself in the collection of a grocery bill, owed by his employees, providing he is properly approached.

C. J. Van Halteran said he had kindly requested a certain jobber to help him collect a grocery bill against a teamster, but the jobber refused.

Jas. Farnsworth said he thought it would be poor policy to criticize anyone who would not discharge a man who refused to pay an old account.

H. A. Hydrum counseled moderation and suggested that the motion, if the idea be put in the form of a motion, be modified so as to request a jobber to use his influence in the collection of accounts owed by his employees.

Collector Cooper said that the jobbing trade usually treated him very considerably and he thought that mild measures would accomplish more than harsh.

Gerrit H. DeGraaf said that no jobbing house sought to harbor dead-beats, any more than the railway companies do, and that his experience was that he was always helped in his collections against a jobber's hired men by talking with the head of the house.

On motion of Jas. A. Coye, the matter was laid on the table until the next meeting.

President Herrick reported the result of a call, in company with Secretary Stowe, on Representative-elect Killian. Mr. Killian re-affirmed his intention to use all possible endeavors to secure the repeal of the section in the city charter which stands in the way of establishing a public market.

The Law Committee and the Secretary were instructed to look over the charter and see if the repeal of the obnoxious section is all that is necessary to secure the desired results.

On motion of Jas. A. Coye, the Secretary was instructed to correspond with the Grand River Valley Horticultural Society and the West Michigan Farmers' Club relative to outlining a plan of action during the coming session of the Legislature, so that when

the Association acts it will act in harmony with the organizations of producers.

Election of officers being then in order, H. A. Hydrum and E. A. Stowe were appointed tellers. Three informal and two formal ballots were taken for President, when Jas. A. Coye was declared the unanimous choice of the Association.

On motion of E. E. Walker, A. J. Elliott was elected First Vice-President.

On motion of A. J. Elliott, E. E. Walker was elected Second Vice-President.

On motion of G. H. DeGraaf, E. A. Stowe was re-elected Secretary by a rising vote.

On motion of H. A. Hydrum, B. S. Harris was unanimously re-elected Treasurer.

The following gentlemen were elected a Board of Trustees: H. A. Hydrum, Milo G. Randall, Gerrit H. DeGraaf, Jas. Farnsworth and Geo. Dunaven.

President Herrick then called President elect Coye to the chair, who said he would defer his speech until the next meeting.

On motion of W. C. Harper a rising vote of thanks was tendered the retiring President for the able manner in which he had directed the affairs of the Association during the past year.

Mr. Herrick said he was glad to be let off from the rostrum. If he had done the Association any good in the position to which he was delegated, he was glad of it. The organization has already accomplished a great amount of good work and much yet remains to be done. As a lay member, he will strive just as hard to advance the interests of the Association as he has while occupying the President's chair.

Treasurer Harris reported a balance on hand at last meeting of \$28.35, and the receipts of the present meeting at \$16.25, making the present balance \$44.60.

President Coye bespoke for the next meeting the same large attendance as at the present gathering and the meeting adjourned.

**What Money Does.**

Geo. S. Coye in "The Bank's Service to Commerce."

To produce by industry the money's worth is the legitimate way to make money. Men do not want the money itself, but what the money's worth will bring by exchange. This is the beneficent and binding law of nature. Older nations have tried in vain to evade it, and their records show how invariably and ignobly they have failed. It is left to our own new country, and particularly to the newer parts of it, to repeat these old errors—errors all the more conspicuous and aggravated because commerce has so largely extended its sway, and brought all parts and peoples of the earth into closer relations.

Commerce is greater than local statutes and will over-ride them all. The instruments it uses are still those which the experience of long ages has tested and approved. They cannot be supplanted by any one nation without throwing that people into discordant relations with the rest of mankind, and turning it back to barbarism. Natural law, while it is universal and omnipotent in its operations, is at the same time so genial, beneficent and quiet, and so fits all conditions of men everywhere, that it seems to be no law at all. We only find our mistake when we disregard it, and substitute for it our own petty contrivances. Faith in idea of natural law and individual rights under it lies at the very foundation of the American Government.

But the importance of observing what money is, is immeasurably exceeded by regarding what it does. It is the money's worth and not that money itself, that so incessantly passes throughout the commercial tides.

More than nine-tenths of the world's commerce consists of the simple exchange of one thing for another by means of paper instruments which convey, but do not themselves, like true money, possess its real value. Such instruments when they have discharged their appointed service necessarily die and are withdrawn. Every document which traverses the great highway of nations must have its constituent of real property concurrently in motion to meet it, and by which it is redeemed when the property is sold. The ships that pass each other upon the ocean bear the substantial things given in traffic one for another by pre-arrangement of their owners, through the offices of merchants and bankers. All their cargoes, of whatever they may consist, of useful merchandise, are, in effect, held in the portfolios of bankers, through whom they are exchanged and re-exchanged for their money's worth of other things desired, in any other part of the commercial world. Fortunately, there is no international power that, under forms of law, can forcibly inject into the world's commerce a fictitious paper intended to perform the offices of money, while not doing the substantial duty of carrying an equivalent value along with it. That stupendous folly can only be perpetrated by individual states, most of whom in the old world have repeatedly tried it, and proved its evil results.

Several local hardware firms in Montreal have been fined for entering Paris green imported from New York below the real value for consumption in the United States.



# 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 24, 1886.

Grand Rapids Traveling Men's Association.  
President, L. M. Mills; Vice-President, S. A. Sears; Sec-  
retary and Treasurer, Geo. H. Seymour; Board of Di-  
rectors, H. S. Robertson, Geo. F. Owen, J. N. Brad-  
ford, A. B. Cole and Wm. Logie.

Subscribers and others, when writing  
to advertisers, will confer a favor on the pub-  
lishers by mentioning that they saw the adver-  
tisement in the columns of this paper.

## ORGANIZING ON A FIRMER BASIS.

MT. PLEASANT, Nov. 16, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR—Seeing your name in THE  
MICHIGAN TRADESMAN as Secretary of the  
Michigan Business Men's Association, I  
venture to ask your opinion on this ques-  
tion: Why cannot business men organize  
in a more firm and substantial society, sim-  
ilar to the Knights of Labor? Their inter-  
ests are all one, and if laborers can organize  
with closed doors, why not we? As this is  
only a question, coupled by a suggestion,  
please give me your opinion.

Yours very respectfully,

F. A. SWEENEY.

THE TRADESMAN is somewhat in doubt  
as to the proper answer to make the above  
enquiry, as it has every reason for thinking  
that the present method of organizing busi-  
ness men into associations has everything  
to commend it—possessing, as it does, all  
the elements of permanency. If anything  
will serve to keep business men together—  
impel them to pull together—it is the bene-  
ficial results which have followed in the  
wake of every organization thus far formed  
in Michigan. Even so strong a bond of  
sympathy as that presented by the Knights  
of Labor is not sufficient to keep its organi-  
zation intact, as the order is fast going to  
pieces in this city, and doubtless the same  
is true at thousands of other places in the  
country. If THE TRADESMAN reads the  
signs of the times aright, there is a revolt  
against oath-bound societies having for their  
objects the attainment of conditions which  
can just as well be secured in an open-hand-  
ed manner. By organizing under the present  
system in use in this State, a business  
man is able to collect many old accounts  
and prevent the making of new bad ac-  
counts. He comes to look upon his neigh-  
bor and competitor in an entirely different  
light and eventually becomes a convert to  
the live-and-let-live principle. He gradually  
reduces the number of his working hours  
and frequently secures immunity from the  
peddler, as well as the dead-beat. These,  
together with other reforms and advantages  
equally as important, are the legitimate re-  
sults of concert of action and ought to be  
sufficient to commend the present method to  
every business man in the State.

## "NATIONAL STANDARDS."

Elisha Winter, editor of the New York  
Advocate, having been repudiated by the  
trade of his own town—which happens to  
be the largest city in the country—is out  
with another impracticable scheme—this time  
a "National Pure Food Convention," for the  
purpose of instructing Congress exactly  
what to do in the premises. The project is  
doomed to failure for the following reasons:  
It is gotten up by one man for his own per-  
sonal aggrandizement; it has not the sup-  
port of a dozen men of National reputation;  
it is a thing which belongs to the States to  
legislate upon; finally, it is a subject re-  
lated to the mercantile associations, which  
are pledged to give it due consideration  
whenever the organizations are sufficiently  
numerous to secure the success of the move-  
ment.

Organize associations and let alone matters  
which belong to them only until they are  
strong enough to secure the needed legisla-  
tion. Remember the adage about the half-  
cocked gun.

B. G. Alf & Co., wholesale grocers at Cin-  
cinnati, have sued the Liggett & Myers To-  
bacco Co., of St. Louis, damages being placed  
at \$25,000. The plaintiffs signed the de-  
fendants' contract, agreeing not to sell a  
certain brand of goods below a given price,  
but disregarded its stipulations. Thereupon  
Liggett & Myers refused to pay them more  
goods and instructed other houses to refuse  
to sell them goods. For such refusal four-  
teen Cincinnati jobbing houses are made  
parties to the suit. The litigation is likely  
to be fought out on purely legal grounds,  
and as its outcome involves the validity of  
the contract system, the result will be look-  
ed for with considerable interest.

The National Whip Manufacturers' As-  
sociation, which was formed about a month  
ago, went into effect last Friday. The or-  
ganization includes all the manufacturers of  
whips and whip machinery and all dealers  
of whip stock in the United States. Its  
objects are to secure uniform prices and de-  
termine a basis of credits, all poor-paying  
customers to be black-listed. Its operations  
extend over the United States, Canada,  
British Possessions, Australia, South Amer-  
ica, Mexico—wherever whip salesmen go.  
The movement originated at Westfield,  
Mass., the largest whip manufacturing center  
in the world, and has the hearty co-operation  
of whip men everywhere.

The deposition of a foot of snow all over  
the great plains of the Northwest thus early  
in the season presages an unusually severe

winter. So long as our west winds come  
over a thousand miles of bare fields their  
coldness will be mitigated. But when they  
sweep across an uninterrupted snow field  
clear to our doors their cold is increased by  
snow evaporation during every added mile  
of their course. If the snow which has  
fallen in Iowa, Nebraska, Wisconsin, Min-  
nesota and Dakota, shall remain throughout  
the winter, Michigan is likely to experience  
a very cold season.

Colonel Sellers, having failed at everything  
else, concluded to "Go in for the Old Flag"—  
and an appropriation. Winter, having failed  
to maintain a compact organization in his  
own town, has concluded to "Go in for  
a National Standard"—and an official or-  
ganship for the Advocate. The illustra-  
tions are not so dissimilar as some might  
imagine.

The Coopersville Business Men's As-  
sociation, thirty-one strong, and the East Jer-  
dan and South Arm Association, twenty-four  
strong, have qualified for auxiliary member-  
ship in the Michigan Business Men's As-  
sociation since the last report. This gives  
the State body a total membership of 792.

Reed City organizes this evening, Leslie  
Thursday evening and Cedar Springs on  
Friday evening. Woodland takes similar  
steps on Thursday evening of next week.  
Michigan is making the most rapid and sub-  
stantial progress in the work of organiza-  
tion of any State in the Union.

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

Dibble & Lozier have engaged in the gro-  
cery business at Alba. Arthur Meigs & Co.  
furnished the stock.

Hanes & Harrington have engaged in the  
grocery business at Kalkaska. Olney,  
Shields & Co. furnished the stock.

W. F. & Geo. W. Turner have engaged in  
the grocery business at Greenville.  
Arthur Meigs & Co. furnished the stock.

J. Kinvett & Son have engaged in the gro-  
cery business on the corner of Dayton and  
Gumison street. Cody, Ball & Co. fur-  
nished the stock.

F. W. VanWinkle, druggist at Shelby,  
has added a line of groceries. Cody, Ball &  
Co. furnished the stock. Dr. Josiah Bank-  
rupt Evans placing the order.

### AROUND THE STATE.

E. M. Fay & Co., general dealers at Du-  
rand, have sold out.

H. E. Johnson succeeds A. M. Robson in  
the grocery business at Lansing.

D. K. McRae has sold his grocery stock,  
at Big Rapids, to J. Frank Clark.

Harrington & Haynes is the firm name of  
a new grocery just started at Kalkaska.

T. A. Miller & Co. have purchased the  
drug stock of Dr. J. F. Snyder at Alma.

Mark Hill, dry goods and millinery dealer  
at Bay City, has been closed by creditors.

C. M. Kingsley succeeds Coolidge &  
Kingsley in the grocery business at Hart.

Jacob Consley succeeds Geo. Consley in  
the grocery and saloon business at Lansing.

A. Englehardt succeeds Fisher & Engle-  
hardt in the grocery business at North Lan-  
sing.

Byron Merritt, of Constantine, has bought  
the general stock of C. H. Winchester, at  
Allen.

James Campbell, formerly of Westwood,  
talks of opening a general store at Kal-  
kaska.

A. H. Munson's Sons succeed L. B.  
Brockett & Son in the hardware business at  
Charlotte.

E. Flandermeier (Mrs. F. W.), boot and  
shoe dealer at Coldwater, has been closed  
by creditors.

C. H. Winchester has sold his hardware  
stock, at Allen, to a former clerk and a  
Reading man.

Tully Smith, the Lakeview grocer, is open  
for business again, his brother having satis-  
fied Cody, Ball & Co.'s mortgage.

C. V. Weller, formerly a clerk in Morley  
Bros' general store, at Cedar Springs,  
has opened a general furnishing goods store  
at that place.

Bellaire Breeze: R. Squire, of Eaton  
county, a brother-in-law of O. W. Kibby,  
was in town this week looking for an open-  
ing for business.

Church & Penn, the Charlotte grocers,  
are the latest converts to the cash system.  
On January 1, they will discard the credit  
system entirely.

C. W. Brown, the Blissfield hardware  
dealer, has taken a position with the Cham-  
pion Machine Co., at Jackson, leaving his  
store in charge of his father.

John N. Morgan, the Kalkaska grocer,  
has taken a partner in the person of C. E.  
Ramsey, treasurer of Kalkaska county. The  
firm name will be J. N. Morgan & Co.

The Antrim Iron Co. has purchased the  
general stock of John Otis & Co., at An-  
trim, and will transfer the same to a new  
store building, as soon as it is completed.

A Bonanza correspondent writes: Mon-  
roe & Ricketson have gotten into financial  
difficulty and creditors have been calling  
upon them in great numbers the past week.  
Ricketson has left the country.

Wm. Thomas has retired from the firm of  
Thomas & Odell, hardware dealers at Jones.  
The new firm will be known as Odell &  
Odell. Mr. Thomas contemplates locating  
in some Northern Michigan town.

Dr. W. H. Andrews, who sold his drug  
stock at Fennville about a year ago and went  
to California to regain his health, has re-  
turned to Fennville and engaged in the sta-

tionery, confectionery and tobacco business.

Big Rapids Herald: A co-operative gro-  
cery store has been opened on Maple street  
by various members of the Knights of La-  
bor. They start in with a small stock, but  
expect to increase it as business requires.  
The company is incorporated under the  
State law. H. S. Widger is the manager.

The Pentwater News says: "There is  
talk of a co-operative store being started at  
this place in the near future. This arises  
from the kick on account of the organiza-  
tion of the Oceana County Business Men's  
Association." No honest man will "kick"  
on such grounds—it is only the rogues and  
sneaks who oppose honest combination on  
the part of business men.

The failure of Levi Truesdell, general  
dealer at Muskegon, and A. C. & L. Trues-  
dell, furniture, carpet and crockery dealers,  
at the same place, is cause for sincere re-  
gret. The elder Truesdell is one of the old-  
est merchants in the Sawdust City and both  
he and his son are considered good average  
business men. The assets will probably  
exceed the liabilities, but may not be im-  
mediately available.

About eighteen months ago N. Pierson,  
of Three Rivers, sold his hardware busi-  
ness to James Spaulding, of Indiana, who  
subsequently refused to take the stock,  
which has lain idle ever since. Pierson  
brought suit against Spaulding and recover-  
ed judgment for \$5,500. An appeal was  
taken and the case sent back, a St. Joseph  
county jury recently awarding Pierson  
\$5,000. Another appeal will be taken.

## MANUFACTURING MATTERS.

W. H. Taylor succeeds N. J. Kendall in  
the manufacture of wagons at Caro.  
The Marshall paper mill has shut down,  
litigation preventing repairs necessary to  
the safety of the employees.

Two years ago Henry J. Hartman began  
the foundry business with the assistance of  
one man and a boy. Now he gives regular  
employment to twelve men and a boy, and  
it is not much of a year for the foundry  
business, either.

## FURNITURE FACTS.

The Sands & Maxwell Lumber Co., at  
Pentwater, has purchased the plant and  
business of the Pentwater Furniture Co.,  
and will operate it in the future.

The furniture and undertaking stock of  
Samuel Robinson, at Charlotte, has been  
seized by Mrs. J. W. Morgan, who holds a  
heavy mortgage. She will hereafter con-  
duct the business.

## STRAY FACTS.

Millbury & Smith succeed F. P. Millbury  
in the marble business at Mason.

H. G. Gould & Son succeed the Dickin-  
son & Gould Organ Co., at Lexington.

Mrs. M. A. Leonard succeeds Mrs. Geo.  
Ford in the sewing machine business at  
Mendon.

Smeadley & Cameron succeed M. Tram-  
bull in the wholesale beer business at  
Owosso.

Messrs. Watson and Downey have retired  
from the firm of F. J. Blair & Co., cigar and  
tobacco dealers at Lansing.

Henderson & Peterson's new elevator, at  
Ravenna, has been completed. It will be  
an important feeder to their mills at Mus-  
kegon.

The Gaines Creamery Co., at Gaines,  
which burned to the ground in October, will  
be rebuilt in time to begin operations in the  
spring.

Grading is being pushed on the Frank-  
fort & Southeastern Railroad, in Benzie  
county. This road will open up an im-  
mense hardwood country in that part of the  
state.

R. P. Anderson has retired from the firm  
of C. C. Moulton & Co., produce and com-  
mission dealers at Muskegon. The business  
will be continued by C. C. Moulton under his  
own name.

Logden, Anderson & Co., a firm of suc-  
cessful lumbermen, who have for the past  
nine years been operating at Bath Lake,  
near Gowen, have finished their work in  
that section for lack of timber, and the firm  
will dissolve after their business is settled  
up.

Alpena merchants refused to bind them-  
selves to ship all their goods by rail for a  
year, and the negotiations for lower freight  
rates have therefore fallen through. The  
merchants will stock up largely while the  
boats are running and snap their fingers at  
Governor Alger's railroad.

Laderach Bros., lumber and salt manu-  
facturers at West Bay City, made an assign-  
ment on the 17th to Theodore Hine, of Bay  
City. Their assets are estimated at \$15,-  
000, and liabilities at \$30,000. The firm,  
consisting of five brothers, has been in busi-  
ness at the same location for 25 years.  
The annual capacity of their saw mill is 8,-  
000,000 feet, and of their salt block, 15,000  
barrels.

Harrington & Payne Bros., of St. Louis,  
recently bought the clothing stock owned  
by Jas. Freeman, in which James Henry, a  
wealthy citizen, was also interested. The  
new purchasers placed a flaming advertise-  
ment across the whole front of the four  
stores occupied by them, announcing a great  
sale of the "bankrupt clothing stock of Jas.  
Henry & Co." Mr. Henry, who is perfectly  
solvent and a director of the First National  
Bank, took offense at the use of his name  
and placed the matter in the hands of his  
attorney, who is taking legal steps to cause  
the removal of the obnoxious advertisement.

Kellogg & Wooden, of Kalkaska, pur-  
chased of Arthur Meigs & Co. the first five  
batts of Quality and Quality plug tobacco  
sent to this State.

## Purely Personal.

Wm. H. Sigel has returned from a visit  
with old friends at Jones, Cass county.

Geo. Eastman leaves in about two weeks  
for California, where he will spend the win-  
ter.

Graham Roys, the veteran whip salesman,  
is spending a couple of weeks in Hoosier-  
dom.

Delos Barrows, the Johnsville general  
dealer, was in town last week, looking up  
the wood market.

Elmer Thompson, book-keeper for Per-  
kins & Hess, is the happy father of a four-  
teen pound boy. He arrived Sunday.

J. C. Cole, formerly engaged in the fish  
and oyster business here, is now working  
in a fish establishment at Minneapolis.

Joseph Wittig, the blind book-keeper, is  
seriously ill with a liver difficulty, and fears  
are entertained that he will not recover.

Dr. J. F. Snyder, who recently sold his  
drug store at Alma, and is now engaged in  
the practice of medicine at that place, was  
in town last week on his wedding trip.

W. T. Lamoreaux has an even half hun-  
dred girls employed in his bean picking de-  
partment. The report that he will organize  
the girls into a White Swan troupe and take  
to the road at the expiration of the bean  
season is probably without foundation.

## The Gripsack Brigade.

W. P. Crary, representing Crary & Co.,  
mustard jobbers of New York, was in town  
a couple of days last week.

A. W. Sanford is now working this terri-  
tory for Robert Hamilton's Ball Dog To-  
bacco Works, of Covington, Ky.

C. E. Cones, general Western representa-  
tive for S. W. Venable & Co., of Peters-  
burg, Va., put in Sunday at this market.

J. C. Warner, Michigan, Indiana and Il-  
linois representative for Schultz & Co., the  
Zanesville soap manufacturers, was in town  
a couple of days last week.

Harry Gilham, Michigan representative  
for the Liggett & Meyers Tobacco Co., of St.  
Louis, has fallen heir by the death of an  
aunt to 240 acres of land near Wilmot, Ohio.

W. N. Ford, formerly on the road for  
Robert Hamilton, of Covington, Ky., has  
transferred his allegiance to Jas. G. Butler  
& Co., of St. Louis, Mo. He put in several  
days at this market last week.

The veteran James A. Crookston, who  
has been laid up for a couple of weeks with  
pleurisy, is mending slowly and hopes to be  
out on the road again soon. In the mean  
time, J. H. Hagy is making his regular trips.

## An Object of Sympathy.

Robert M. Floyd, the genial Western  
manager for Geo. V. Hecker & Co., favors  
THE TRADESMAN office with an elegant  
photograph of himself, which has been ele-  
vated to a conspicuous position over the edi-  
torial chair. Every young lady who has  
visited the office has made strenuous at-  
tempts to obtain possession of the article,  
and if it is as much trouble for Mr. Floyd  
to keep the original intact as THE TRADES-  
MAN experiences with the "counterfeit pre-  
sentment," he is entitled to the sympathy  
of unmarried men everywhere.

## Cedar Springs on the Anxious Seat.

CEAR SPRINGS, NOV. 18, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR—The business men of this  
place are desirous of organizing a Business  
Men's Association, and would like to have  
you meet with us for that purpose. What  
night can you meet with us, and what will  
your charge be? Yours respectfully,  
L. H. CHAPMAN.

## The Whip Market.

Wholesale is higher than at the begin-  
ning of the year. Rattan whips have been  
sold at less than cost to manufacturers in  
many instances, and prices will rule higher  
the coming year.

Retail tobacco dealers should remember  
that the Cherry fine cut cards are redeemable  
in cash at the jobbing house from whom they  
purchased the tobacco.

## 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 pay-  
ment.

Advertisements directing that answers be  
sent in care of this office must be accompanied  
by 25 cents extra, to cover expense of postage,  
etc.

FOR SALE—At Howard City, planing mill,  
sash, door and blind factory, in complete  
running order. New 20-horse-power engine,  
good boiler, new solid two-story building on R.  
R. track. Will be sold at a bargain. Price and  
terms of Geo. McDowell, Howard City, Mich.  
1663

FOR SALE—Completely equipped machine  
shop, with good-paying patronage. Big  
bonus offered for locating in a neighboring  
town. Address, for particulars, J. H. Dean, 59  
Ottawa st., Grand Rapids, Mich. 1571f

WANTED—Situation by a young man who  
writes a good hand, can keep books, and  
do all kinds of office work. Can give refer-  
ences from firm where he was employed three  
years. Address D. O. care "Tradesman." 168\*

WANTED—Situation in drug store by a re-  
spected pharmacist. Moderate salary.  
Best of references as to honesty and ability.  
Address E. R. J., care "Tradesman." 168\*

FOR SALE—Stock of drugs and groceries or  
will sell the grocery stock and keep the  
drugs. Established six years. "Pain Killer,"  
care "Tradesman." 168\*

WANTED—Situation as traveling man in  
produce or commission house. 10 years'  
experience. Apply "Tradesman" office. 168\*

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

FOR SALE—One half interest in stock of  
groceries, crockery, drugs and jewelry.  
Price \$1,500, \$500 down, balance on time. Rea-  
son 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.

# NOVELTIES IN PERFUMERY.

Small Slippers, "Hob Nail," Assorted Colors,	\$1.35
Large " " " " " "	2.00
Small Hats, " " " " " "	.85
Medium " " " " " "	2.00
Large " " " " " "	3.00
Tooth Pick Holder, "Polka Dot," " " "	2.00

A Bottle of Perfume with each piece.

ALTO A COMPLETE LINE OF

## Handkerchief Perfumes!

In Large Variety.

## Jennings & Smith, PERFUMERS.

GRAND RAPIDS, MICH.

O. W. BLAIN & CO., Produce Commission Merchants,

DEALERS IN—

Foreign and Domestic Fruits, Southern Vegetables, Etc.

We handle on Commission BERRIES, Etc. All orders filled at lowest market price. Corre-  
spondence solicited. APPLES AND POTATOES in car lots Specialties. NO. 9 IONIA ST.

## 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.

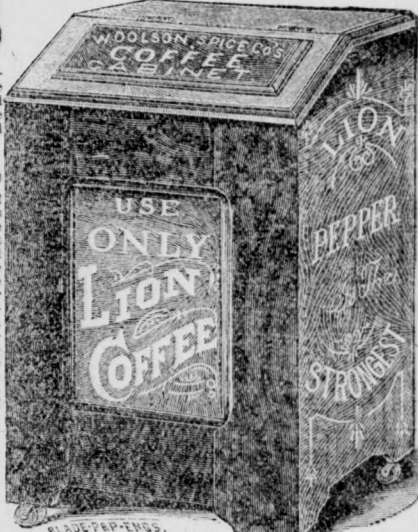
97 and 99 Canal Street. Grand Rapids, Michigan

## OLD BARRELS

Setting out a store are unsightly, besides the pro-  
jecting 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 150 one-pound packages  
of Lion Coffee, and we offer the goods at a price  
enabling the grocer to secure these cabinets without  
enabling the grocer to realize the value of handsome and  
convenient fixtures, and to meet this demand the  
Woolson Spice Co., of Toledo, Ohio, have designed  
their



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 se-  
cure 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 air-  
tight 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 every-  
where, and by the

## Woolson Spice Co.

92 to 108 Oak St., Toledo, Ohio.

## Stop That Book-Keeping.

The successful merchant of to-day is always  
on the alert for the latest designs to please his pa-  
trons. So we say to Merchants, stop that  
book-keeping, and use the TALLIAFERRO  
Coupon Credit Book.

Yet have to plan how it will revolutionize  
your business; customers are delighted with them,  
and when once used by the merchant, they never  
return to the old thread-worn pass book to prove  
to their patrons that they are dishonest. Invest a  
few dollars in Coupon Credit Books, give them a  
fair trial, you can easily return to the old method;  
faithful of errors, discontent and expense.  
Sample copy 10 cts. in postage stamps.  
Address  
J. TALLIAFERRO,  
1933 McGee Street, KANSAS CITY, MO.

Failure of a Boot and Shoe Jobbing House.

Chas. Broas & Co., the Detroit boot and  
shoe jobbers, have executed chattel mort-  
gages on their stock to the amount of \$37,-  
750.66, as follows: A. Ives & Sons, \$22,-  
638.30; H. A. Newland & Co., \$2,743.46;  
First National bank, \$2,000; Central Michi-  
gan savings bank, of Lansing, \$2,425; J.  
Just Broas, of Lansing, \$1,000; First Na-  
tional bank of Greenville, \$3,000; Hen-  
rietta Burch, of Lansing, \$950.

G. S. Brown, who retired from the firm  
of Broas, Brown & Co. last July, and who  
has made arrangements to engage in the  
wholesale boot and shoe business at this  
market, is "on" \$30,000 worth of Broas &  
Co.'s paper.



# 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.

## 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.

## F. J. LAMB & CO.

STATE AGENTS FOR

### D. D. Mallory & Co.'s

## DIAMOND BRAND OYSTERS

### Also Fruits and Country Produce.

## DO YOU KNOW

That every window or door has from 15 to 35 feet of crevices or openings around which the cold air and dust comes in, and when effectually closed with

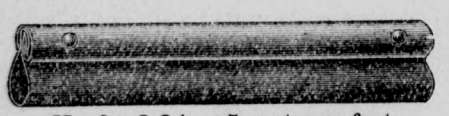
### The PERFECTION

Metal Moulding & Rubber Cushion

## WEATHER STRIP

The saving of Fuel, Furniture and Carpets each year,--aside from the comfort,--will more than pay the cost of Weather Stripping.

ANY ONE CAN APPLY IT. No waste or dirt made in applying it. CAN BE FITTED ANYWHERE. No holes to bore, ready for use. IT WILL NOT SPLIT, WARP OR SHRINK. A Cushion Strip in the most perfect form. Tack Hammer and Shears the only tools needed. It is neat, compact, and almost invisible when applied.



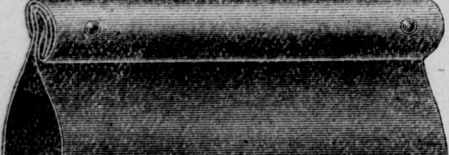
No. 0. 3-5 in. 5 cents per foot.



No. 1. 1-2 in. 6 cents per foot.



No. 2. 3-4 in. 8 cents per foot.



No. 3. 1 in. 10 cents per foot.

For narrow parting strips on upper sash of Lift Windows, Street Car and Omnibus Windows.

For stop-head on lower sash of Lift Windows, top and sides of Light Doors, French Windows, Car Windows, Refrigerators, and suitable for almost any work required of a Weather Strip.

For the meeting rail of Lift Windows, down the middle of French or Hinged Windows, around the top and sides of Doors, Skylights, Ice Boxes, Refrigerators, Conservatories, Etc.

For Door Bottoms, down the middle of Swinging Doors, Skylights, Sliding Doors, large openings on the top and sides of Doors, Ice Boxes, Refrigerators, Hot Houses, Etc.

When properly applied, we will warrant this strip to give perfect service as long as any other strip in the market, and from 3 to 6 times longer than cheap wooden strip. Nails for applying this strip furnished by all dealers.

## Foster, Stevens & Co.

10 and 12 Monroe St.

Write for Discounts. GENERAL AGENTS.

### VISITING BUYERS.

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

- F. M. Hentig, Cassville.
- A. T. Burnett, Cross Village.
- L. N. Fisher, Dor.
- Deles Barrows, Cassville.
- F. W. VanWinkle, Shelby.
- Sisson & Liley Lumber Co., Sisson's Mill.
- S. T. Colson, Alaska.
- Byron McNeer, Byron Center.
- L. Perrigo & Co., Burnip's Corners.
- R. A. Hastings, Sparta.
- Neal McMillan, Rockford.
- Narregang & Son, Byron Center.
- Wm. VanWeiden, Grand Haven.
- S. Cooper, Jamestown.
- G. N. Reynolds, Belmont.
- S. M. Geary, Maple Hill.
- C. K. Hoyt, Hudsonville.
- A. C. Barkley, Crook.
- N. F. Miller, Dor.
- N. S. Fisher, Dor.
- S. S. Constock, Pierson.
- James Hilly, Dor.
- A. F. Harrison, Sparta.
- G. Brues & Sons, Dor.
- A. Shattuck, Sand Lake.
- J. V. Crandall & Son, Sand Lake.
- T. J. Sheridan & Co., Woodville.
- J. E. Rice, Rice & Liley, Coopersville.
- Huizinga & Son, Eastmanville.
- M. Kitchen, Edmore.
- B. Burlington, Bradley.
- Chapman & Cabahan, Cedar Springs.
- Geo. Scribner, Grand Rapids.
- Chas. B. Lovejoy, Lovejoy & Toms, Big Rapids.
- Hoag & Judson, Cannonsburg.
- A. Sessions & Co., Wayland.
- P. T. Cook, Reynolds.
- J. H. Neff, Cassville.
- Spring & Liley, Bailey.
- Chas. Morton, Sand Lake.
- M. Thillman, Grand Haven.
- C. E. Coburn, Pierson.
- J. E. Rice, Rice & Liley, Coopersville.
- Geo. Rainnour, Bridgeton.
- A. W. Blain, Dutton.
- Ed. Wright, Woodville.
- W. F. & Geo. W. Turner, Greenville.
- Dibble & Lozier, Alba.
- Ellis Runnels, Corning.
- Gus Begman, Dor.
- S. T. McLaughlin, Denison.
- Dr. P. B. Wright, Corning.
- Capt. Wm. Rose, Bass River.
- A. Grey, Lishon.
- John Gunstra, Lamont.
- Geo. Robson, Muir.
- C. W. Armstrong, Bowen's Mills.
- J. R. Trask, Grattan.
- H. Freeman, Freeman & Jones, Mancelona.
- Plato & Renwick, Rodney.
- Geo. A. Sage, Rockford.
- R. A. Hastings, Sparta.
- Geo. Robson, Muir.
- Dr. V. Sinz, Trent.
- S. A. Rush, Lowell.
- J. B. King, Howard City.
- Norman Harris, Big Springs.
- J. C. Benbow, Cannonsburg.
- W. S. Root, Talmadge.
- John W. Mead, Berlin.
- J. W. Cloutier, Grandville.
- Henry Harding, Bridgeton.
- F. L. Blake, Irving.
- D. R. Stoen, Rockford.
- D. R. Crane, Fennville.
- L. Mauer, Fisher's Station.
- Deil Wright, Berlin.
- O. F. & W. P. Conklin, Ravenna.
- Hoag & Judson, Cannonsburg.
- O. Narregang & Son, Byron Center.
- W. Karsten, Vriesland.
- G. Begman, Bauer.
- M. Heyboer & Bro., Drenthe.
- G. A. Bevis, Tustin.
- Elzinger & Co., Zeland.
- C. H. Deming, Dutton.
- Jackson Coon, Rockford.
- P. W. Travis, Otsego.
- S. Hightstone, St. Ignace.
- M. M. Robson, Berlin.
- John Gunstra, Lamont.
- Vesley Bros., Lamont.
- Howe & Bostwick, Lowell.
- H. F. Hamilton, Sand Lake.
- Jay Marlatt, Berlin.
- I. A. Mitchell, Lowell.
- John Smith, Ada.

### Always at the Front.

The American Eagle Tobacco Co., of Detroit, has a reputation second to no manufacturing house in America. Every piece of goods turned out of their factory is made on honor and in no case have new goods failed to make a "hit." The company is now introducing a new fine cut under the name of "Cherry," which is likely to prove no exception to the general rule. It is sold to the trade at 60 cents and is retailed at 5 cents an ounce, thus affording the dealer a handsome profit. Novel tactics have been adopted in introducing "Cherry" to the notice of the consuming public in this city. Six thousand cards have been circulated among the workmen in the furniture and other factories, entitling the bearer to 5 cents worth of "Cherry" at any grocery or tobacco store in town. The dealer honors all cards thus presented and--besides helping to introduce the goods--makes a straight profit on each transaction by getting the cards redeemed at 5 cents apiece by the jobber from whom he purchased the tobacco. This plan is the most feasible one yet devised to get fine cut before the people who use it, and large results are sure to follow in the wake of such an ingenious method of advertising.

Legislative Suggestions Commended--The School Book Nuisance.

EVANT, Nov. 17, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR--Your remarks on "Needed Legislation" are appreciated. Keep the matter before the people. Ask your correspondents to give their views to the public, especially on insurance. I should like the name of some reliable company not in the ring.

Another matter which will bear a little agitation is our school book system. Every village and school district in the State have a different series of school books. The result is a heavy tax on the poor, who are obliged to move from place to place, driven by circumstances, and who have to buy new books every time they move. If some means could be devised by which a uniform set of text books could be adopted by all district schools and changes governed by a State board, it would be a boon to a suffering public. It would be a help to teachers and it would remove a great sense of annoyance to dealers, who now find their profits on school books standing on their shelves in the shape of discarded books.

Respectfully, F. HIBBARD.

Reed City Arrayed on the Side of Progress.

REED CITY, Nov. 19, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR--A meeting of the business men of Reed City was called to be held on Tuesday evening for the purpose of forming a Business Men's Association, but as there were not enough present to proceed to organization, the meeting was adjourned until Tuesday evening, Nov. 23. It was advised that the Secretary correspond with you and ascertain what the expense would be to procure your services to help in organization. Please state whether or not you could be here on Tuesday evening, and if not, what evening would be agreeable to you? Respectfully yours,

H. W. HAWKINS, Secretary pro tem.

### "Pay, Progress and Principle."

It is a matter of regret to THE TRADESMAN that the letter of President Hamilton, on the first page of this issue, was allowed--through an unfortunate oversight--to go into the paper without the proper corrections indicated by the proof reader. In the first line of the fourth paragraph, "work of civilization" should be "mark of civilization," and in the 28th line of the same paragraph "astrocised" should read "ostracised." Speaking of the letters inscribed on the banner of the M. B. M. A., the word "thereon" should have been used, instead of "therein." Several other smaller inaccuracies will have to be excused by the reader.

The prices referred to by Mr. Hamilton are for rubber goods and boots and shoes. First quality men's rubbers cost 49 cents, but the advertiser offers them for 40 cents. Ladies rubbers cost 34 cents, but are offered at 20 cents. The quotations on leather goods exhibit even greater discrepancies. Such quotations indicate one of three things: Gross dishonesty in representation; cut-throat competition; or a desire to sell out and pocket the cash, leaving the creditors to the mourner's bench.

The business men of that town need the influence of an association.

### Good Words Unsolicited.

Henry Harwood, druggist, Ishpeming: "It is unquestionably a valuable paper."

W. J. Nixon & Co., grocers, Bellaire: "We think it is well worth the dollar."

A. S. Hobart & Co., crockery dealers, Big Rapids: "It will be beneficial to us."

Lindstrom & Lovene, general dealers, Tustin: "We like it very much, and would not be without it."

M. P. Shields, general dealer, Hillsdale: "THE TRADESMAN is indispensable to all business men, and as a trade journal--Excelsior."

E. E. Walker, grocer, Grand Rapids: "Enclosed find \$1 for the best paper, for a business man, published in Michigan--THE TRADESMAN."

East Jordan and South Arm Join the State Association.

SOUTH ARM, Nov. 20, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR--Enclosed please find \$2.40, being capital tax on twenty-four members, the present number connected with our organization.

Our next regular meeting occurring on the 30th inst., we hope you will kindly furnish us with such information as you deem to our advantage, and oblige,

Yours truly,

JOHN LEXG,

Sec'y E. Jordan and So. Arm B. M. A.

Cogent Reasons for Early Closing.

From the Harbor Springs Independent.

Our merchants are agitating the question of early closing of business places during the winter season. This would be a move in the right direction, if agreed to and carried out by all the merchants. During this winter season there will be but very little trading done after seven o'clock; and by closing at that hour it would give clerks and business men an opportunity to spend the evenings with their families, to go and see their best girls or attend some of the various literary societies or places of amusement.

FIELD SEEDS.

Clover, mammoth	4 50
" medium	4 50
Timothy, prime	2 00

## THE CENTURY

For 1886-87.

THE CENTURY is an illustrated monthly magazine, having a regular circulation of about two hundred thousand copies, of which it has been in the market for over sixteen years. It is a history of our own country in its most critical time, as set forth in

### THE LIFE OF LINCOLN,

By His Confidential Secretaries, John G. Nicolay and Col. John Hay.

This great work, begun with the sanction of President Lincoln, and continued under the auspices of his son, the Hon. Robert T. Lincoln, is the only full and authoritative record of the life of Abraham Lincoln. Its authors were friends of Lincoln before his presidency; they were most intimately associated with him as private secretaries throughout his term of office, and to them were transferred upon Lincoln's death all his private papers. Here will be told the history of the civil war and of President Lincoln's administration--important details of which have hitherto remained unrevealed, that they might first appear in this authentic history. By reason of the publication of this work.

### THE WAR SERIES,

which has been followed with unflagging interest by a great audience, will occupy less space in the coming year. Gettysburg will be described by Gen. Hunt (Chief of the Union Artillery), Gen. Longstreet, Gen. E. M. Law and others; Chickamauga, by Gen. D. H. Hill, Sherman's March to the Sea, by Generals Howard and Slocum, Generals Q. A. Gillmore, Wm. F. Smith, John Gibbon, Horace Potter, and John Mosby will describe special tactics and incidents. Stories of naval engagements, prison life, etc., will appear.

### NOVELS AND STORIES,

"The Hundredth Man," a novel by Frank R. Stockton, author of "The Lady, or the Tiger?" etc., begins in November. Two novelettes by George W. Cable, stories by Mary Halleck Foote, "Uncle Remus," Julian Hawthorne, Edward Eggleston and other prominent American authors will be printed during the year.

### SPECIAL FEATURES

(with illustrations) include a series of articles on affairs in Russia and Siberia, by George Kennan, author of "Rent Life in Siberia," who has just returned from a most eventful visit to Siberian prisons; papers on the Food Question, with reference to its bearing on the Labor Problem; English Cathedral; Dr. Eggleston's Religious Life in the American Colonies; Men and Women of Queen Anne's Reign, by Mrs. Oliphant; Clairvoyance, Spiritualism, Astrology, etc., by the Rev. J. M. Buckley, D. D., editor of the *Christian Advocate*; astronomical papers; articles throwing light on Bible history, etc.

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THE CENTURY CO., New-York.

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WEDNESDAY, NOVEMBER 24, 1886.

Good Cheese Wanted.

From the N. Y. Merchants' Review.

"Can you tell me where I can get some good cheese," was a query put to us the other day by a lady who is a connoisseur of cheese, "I have tried every grocery store in my neighborhood and the cheese I got was a disgrace to the man that sold it to me."

This is a curious complaint in a country where cheese is produced so extensively and of such good quality as it is here, but all lovers of good cheese will fully appreciate the complaint. To-day the trade in cheese—we mean domestic cheese—of the average grocery store is so small that it is hardly worth keeping in stock. Why is it? There must be some reason why the demand is so limited, and there is. Having investigated the subject we believe the fault lies entirely with the retail trade in not keeping a choice quality of cheese. It is a notorious fact that the major portion of the finest makes of American cheese is shipped abroad. This is not as it should be. There must be something wrong for us to export our best cheese and consume imported, for which we pay extravagant prices.

Discussing this matter with a large dealer the other day we asked him if he could explain this inconsistent business. "The demand," he said, "from the consumer is for mild cheese, and instead of the grocer buying really fine, ripe, fancy cheese, he buys a skim cheese. A fault is that many of the wholesalers sell skim cheese to the grocer because there is more money in it, it being mild, almost so mild that there is not a taste of cheese about it. What is wanted is that the grocers should try and cultivate a fine cheese trade. Buy cheese that is fully ripe so that the customer, after having once tasted it, would not be satisfied with common grades. This would double the trade in cheese in a very short time."

Speaking of the manufacture of poor cheese and a good deal of the better kinds being sent to market before they were ripe, James Seymour said that "the makers made the kind of cheese the trade demanded. The Canadian-made cheese being made for shipment principally was allowed to ripen and so it had gained quite a reputation. The grocer ought to use every effort to increase his trade in cheese by selling ripe, full cream cheese."

We do not, ourselves, believe that the grocer neglects his cheese trade intentionally, but he does not pay sufficient attention to it, for the reason that there is not sufficient of it. Still we admit that the best way to remedy this evil is to cultivate a taste for good cheese. Why, in a country which produces cheese, as this does, in such an abundance, it is a shame that any, or at least such large quantities of, foreign cheese should be imported. There is a good profit in selling good cheese, and the grocer who cultivates it will be well repaid. If our friends have not tried it let them do so. Just now there will be some splendid September-made cheese on offer, and let the retail trade act their part by buying some and specially offering it to their customers.

Hints to Merchants.

Don't worry. Don't overwork. Don't make the field too broad. Make friends, but don't encourage favorites.

Keep down expenses, but don't be penurious.

Keep a high vitality. Sleep well, eat well, enjoy life.

Stick to your chosen pursuit, but not to chosen methods.

Don't tell what you are going to do—till you have done it.

Enter your charges when the goods are sold. Don't wait.

Make plans for a little way ahead, but don't cast them in iron.

Be content with small beginnings—and be sure to develop them.

Don't take fresh risks to retrieve your losses. Cut them off short.

Be cautious; but when you make a bargain, make it quietly and boldly.

A regular system of sending out bills and statements is more effective than spasmodic dunning.

Have a proper division of work, and neither interfere nor permit interference with your employees.

It is better for your creditors to postpone payment squarely than to pretend to pay by giving a check dated ahead.

Look after your "blotters"—and all books of original entry. In litigation they are reliable evidence; copies are not.

A New Venture.

Minister (in grocery store)—I am pleased to see, Mr. Sugarsand, that motto on the wall, "Honesty is the best policy." It will pay you from a business point of view to say nothing of anything else.

Mr. Sugarsand (hopefully)—I hope so, sir, but I haven't tried it long enough yet to make a fair test of it.

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

F. J. DETTENTHALER,

117 Monroe St., Grand Rapids.

JOBBER OF



OYSTERS, FISH AND GAME.

Mail Orders Receive Prompt Attention. See Quotations in Another Column.

Also Grand Rapids Agent for Cleveland Baking Co.'s

Crackers and Cookies.

Full Stock on Hand at all Times.

ORDER

Our Leader Smoking 15c per pound. Our Leader Fine Cut 33c per pound.

Our Leader Shorts, 16c per pound. Our Leader Cigars, \$30 per M.

The Best in the World.

Clark, Jewell & Co.,

SOLE AGENTS FOR

Dwinell, Hayward & Co.'s Royal Java Coffee; and O'Brien & Murray's "Hand Made Cigar."

PERKINS & HESS,

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN. WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

HOGLE & CO. Jobbers Michigan Water White and 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.

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 American and Stark A Bags } A Specialty.

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 OAKES ST., GRAND RAPIDS, MICH.

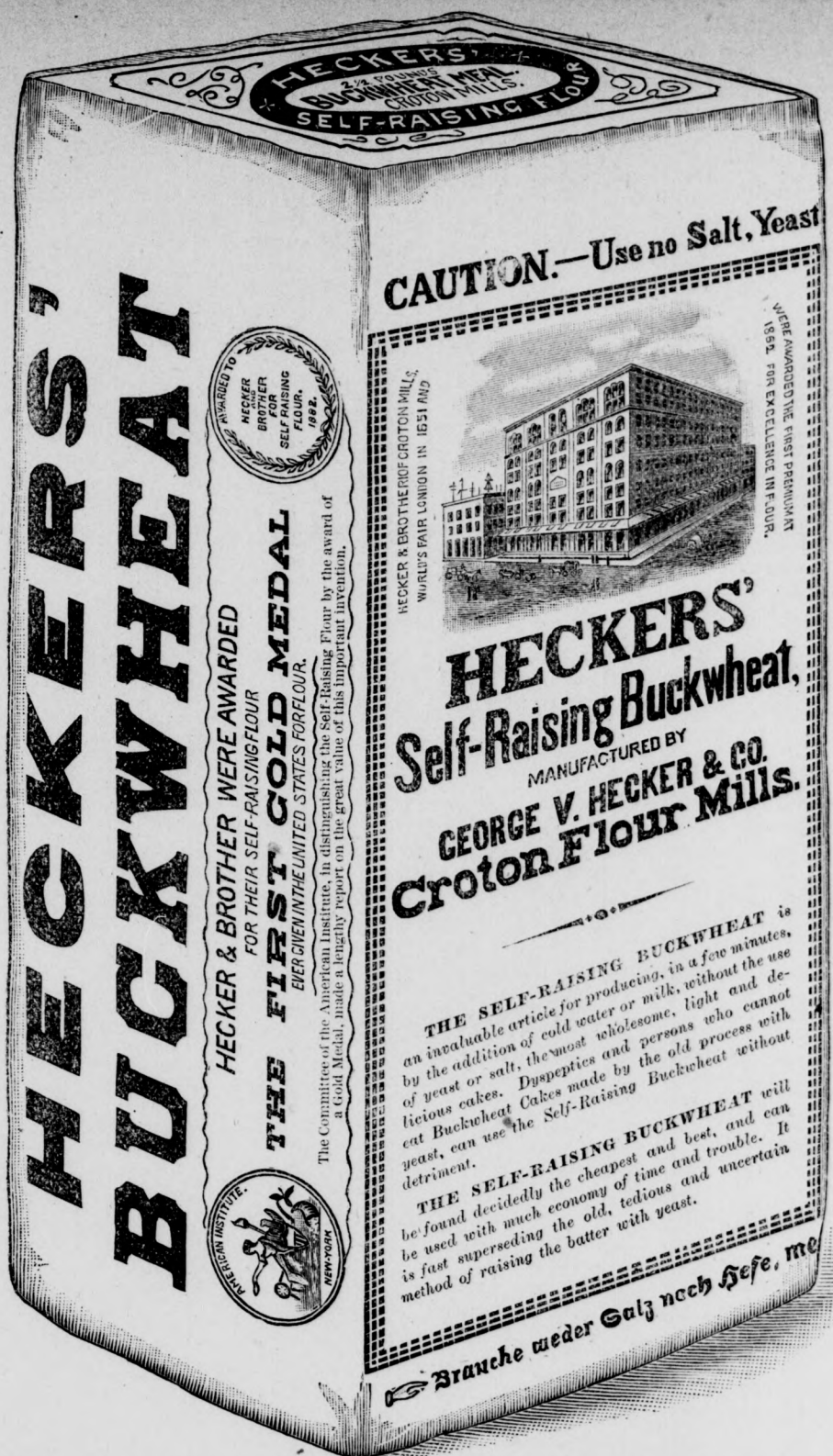
See Our Wholesale Quotations elsewhere in this issue and write for

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.



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.

TIME TABLES.

Chicago & West Michigan.

Leaves.	Arrives.
Mail Express..... 9:30 a.m.	3:30 p.m.
Day Express..... 12:30 p.m.	9:45 p.m.
Night Express..... 11:00 p.m.	5:45 a.m.
Muskegon Express..... 5:00 p.m.	11:00 a.m.

Newaygo Division.

Leaves.	Arrives.
Express..... 3:45 p.m.	4:50 p.m.
Express..... 8:00 a.m.	10:30 a.m.

Grand Rapids & Indiana.

GOING NORTH.	Arrives.	Leaves.
Traverse City Express..... 9:20 a.m.	11:30 a.m.	11:30 a.m.
Potoskey and Mackinaw Express..... 3:40 p.m.	4:55 p.m.	4:55 p.m.
7 a.m. train has chair car for Traverse City. 11:30 a.m. train has chair car for Potoskey and Mackinaw City. 4:55 p.m. train has sleeping and chair cars for Potoskey and Mackinaw.		
GOING SOUTH.		
Cincinnati Express..... 7:15 a.m.	7:15 a.m.	7:15 a.m.
Fort Wayne Express..... 10:30 a.m.	11:45 a.m.	11:45 a.m.
Cincinnati Express..... 4:55 p.m.	5:15 p.m.	5:15 p.m.
Traverse City and Mackinaw Ex..... 8:20 p.m.	10:50 p.m.	10:50 p.m.
7:15 a.m. train has parlor chair car for Cincinnati. 5:15 p.m. train has Woodruff sleeper for Cincinnati.		

Lake Shore & Michigan Southern.

Leave.	Arrive.
Ex. & Mail, N. Y. Mail..... 7:45 a.m.	N. Y. Mail, N. Y. Ex. 5:45 a.m.
6:25 p.m.	9:25 a.m.
7:30 p.m.	10:10 a.m.
9:00 p.m.	11:40 a.m.
2:30 a.m.	5:10 p.m.
8:25 a.m.	9:40 p.m.
2:45 p.m.	3:30 a.m.
5:40 a.m.	8:40 p.m.

Detroit, Grand Haven & Milwaukee.

GOING EAST.	Arrives.	Leaves.
Steamboat Express..... 10:40 a.m.	10:50 a.m.	10:50 a.m.
Through Mail..... 3:15 p.m.	3:30 p.m.	3:30 p.m.
Limited Express..... 8:20 p.m.	10:55 p.m.	11:00 a.m.
Mixed, with coach..... 1:05 p.m.	1:10 p.m.	1:10 p.m.
Morning Express..... 5:00 p.m.	5:05 p.m.	5:05 p.m.
Steamboat Express..... 10:40 p.m.	10:50 p.m.	10:50 p.m.
Mixed..... 5:10 a.m.	5:15 a.m.	5:15 a.m.

Michigan Central.

DEPART.	Arrives.	Leaves.
Detroit Express..... 6:15 a.m.	6:15 a.m.	6:15 a.m.
Day Express..... 1:10 p.m.	1:10 p.m.	1:10 p.m.
Atlantic Express..... 10:10 p.m.	10:10 p.m.	10:10 p.m.
Mixed..... 6:50 a.m.	6:50 a.m.	6:50 a.m.
ARRIVE.		
Pacific Express..... 6:00 a.m.	6:00 a.m.	6:00 a.m.
Mail..... 3:00 p.m.	3:00 p.m.	3:00 p.m.
Grand Rapids Express..... 10:15 p.m.	10:15 p.m.	10:15 p.m.
Mixed..... 5:15 p.m.	5:15 p.m.	5:15 p.m.

Detroit, Mackinaw & Marquette.

Going West.	Going East.
11:45 a.m.	9:55 a.m., Grand Rapids. 6:00 a.m.
10:30 p.m.	6:50 a.m., St. Ignace. 8:00 a.m.
9:40 a.m.	5:30 p.m., Seney. 5:15 p.m.
7:00 a.m.	3:55 p.m., Marquette. 2:15 p.m.
8:00 a.m.	2:55 p.m., 2:00 p.m.
8:30 a.m.	1:40 p.m., Negaunee. 1:25 p.m.
8:50 a.m.	1:35 p.m., Ishpeming. 12:58 p.m.
	5:30 p.m., Houghton. 4:29 a.m.
	5:50 p.m., Hancock. 9:01 a.m.
	6:35 p.m., Calumet. 8:15 a.m.
Mixed train leaves St. Ignace at 7 a.m.; arrives Marquette 5:30 p.m.; leaves Marquette 7 a.m.; arrives St. Ignace 5:35 p.m.	
E. W. ALLEN, Gen. Pass. and Ticket Agent, Marquette.	

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.



Solution of the Anti-Cold-Storage Problem Proves a Failure.

CANT HOOK CORNERS, Nov. 20, 1886.  
Mr. Editor:

THE TRADESMAN just came to hand and I should like to know why your compositor took so much pains to knock the letter "r" off the word "remitted" in two places where I said: "Mr. Fairboy moved that the dues of the members for 1886 be remitted as very few had remitted for themselves."

Mr. Fairboy says I had better furnish a chart of the joke, with appropriate soundings and scale of miles. I will cheerfully do so if it becomes necessary.

We are busy now laying down eggs for our winter trade. We always pack about five hundred dozen in salt, so as to have fresh eggs at a time of year when hens do nothing but eat and make tracks in the snow.

Last spring I thought I would go into the egg business myself, as I told Mrs. Snooks, "what is the use of paying from 12 to 16 cents a dozen for eggs when by keeping a few hens you can get 'em for nothing."

So we went into committee of the whole on the question of hen houses and I was appointed as sub-committee on hens and ways and means.

Mrs. Snooks moved that the committee be instructed to procure a gentleman hen also, as a sort of ornament.

I moved an amendment to her motion, to the effect that two male roosters be purchased.

After some debate during which Mrs. S. claimed that I wanted to see 'em fight, my motion was carried.

In addition to paying Tom Collins ten shillings for one day's work, I put in about three weeks off and on building that blessed hen park. But I tell you it was a daisy when it was done.

Pickets 12 feet high and a nice shed with an old pitchfork handle stuck through it for the occupants to go to bed on, and a neat little ladder painted red, for 'em to climb up on. Then I made ten nest boxes where the hens could set in comfort and security to meditate and lay.

Mrs. Snooks thought ten was too many nests. But I told her that in a rush of business the hens would need lots of 'em.

I bought a lot of speckled hens of Ika Huntia and a big white rooster that was an ornament to his sex. Then I bought a big red rooster and his seven wives and introduced them all to each other in their new residence.

Instead of feeling proud of the nice new house, as I expected they would, every last one of them acted disgusted.

None of them were on speaking terms with each other except a slight remark the red rooster made to a speckled hen which caused the white rooster to sling his left wing down and step on it, as much as to say "Tread on my wing if you dare, darn you."

In about four minutes we had very near enough red and white feathers to stuff our chair cushion.

The males had fulfilled my expectations, but the hens were a fraud from the start. Instead of laying 25 or 30 eggs a day, as I confidently expected, the confounded fools seemed to spend their time gossiping and lying about each other.

At the end of three weeks the entire outfit had managed with the help of the roosters who made the most noise, to lay four eggs.

"That's always the way," said Mrs. Snooks "Roosters are just like men."

"How so?" said I.

"Why, the men do all the crowing and blowing, while the women do the work."

"Oh, chestnuts!"

"It is so, just the same."

"Well, for the sake of peace, I will admit that hens are like women. For instance that black hen, who has been has been trying to hatch out a china egg and an old potato this past week."

"How do you make that out?"

"So much diligence wasted for nothing, as I told you when you spent two weeks on them pillow sh—" whack! came the broom over my head, so I did not finish my remarks.

As the hens would not lay, we decided on fattening them for the table, and we succeeded beautifully, as far as getting them middling fat on about two bushels of corn.

Then some cuss stepped in and stole the whole caboodle one dark night without troubling me to help catch 'em.

I have a set of nests and a hen roost, nearly new, for sale now on reasonable terms, and we are burning the pickets for wood. I am laying for that hen thief that closed me out and I am buying my eggs of farmers as usual.

I have a neat work entitled "Profits of Poultry Raising" which I would like to trade for a new or second hand work on "How to Kill Mutual Insurance Agents."

Address with references,

Yours truly,  
SOLIMAN SNOOKS,  
General Dealer.

P. S. You might not, at first glance, think the above bit of experience a "trade matter." But the more you look at it, the more you see it is. Besides it is strictly true. S. S.

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

## "CANDEE"

Rubber BOOTS WITH DOUBLE THICK BALL.

Ordinary Rubber Boots always wear out first on the ball. The CANDEE Boots are double thick on the ball, and give DOUBLE WEAR. Most economical Rubber Boot in the market. Lasts longer than any other boot and the PRICE NO HIGHER. Call and examine the goods.

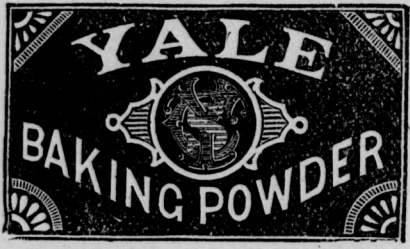
A COMMON SENSE IDEA DOUBLE THICK BALL.

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.



FRED. D. YALE. DANIEL LYNCH.

FRED. D. YALE & CO.

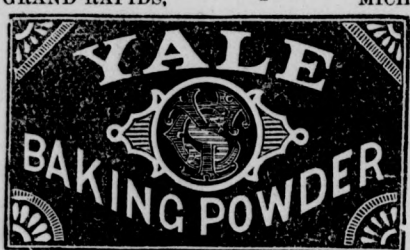
SUCCESSORS TO CHAS. S. YALE & BRO.,

WHOLESALE MANUFACTURERS OF Baking Powders, Extracts, Blinnings,

AND JOBBERS OF GROCERS' SUNDRIES.

All orders addressed to the new firm will receive prompt attention.

40 and 42 South Division St., GRAND RAPIDS, MICH.



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,

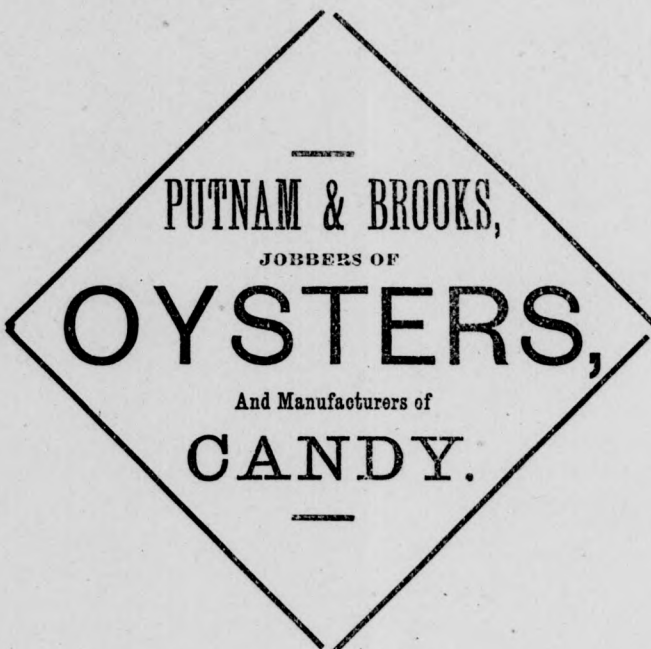
88, 90 and 92 South Division Street,

GRAND RAPIDS, MICH.

# THE BEST IN THE MARKET.



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



## 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.

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.

FOR SALE BY

STRONG. Clark, Jewell & Co. SURE.

SNOW-SHOVELS,

SLEDS,

FIRE-KINDLERS,

FOR SALE BY

Curtiss, Dunton & Co.

L. M. CARY. L. I. LOVERIDGE.

CARY & LOVERIDGE,

GENERAL DEALERS IN

Fire and Burglar Proof

SAFES

Combination and Time Locks,

11 Ionia Street, - Grand Rapids, Mich.

The Standard of Excellence

KINGSFORD'S

"Pure" AND "Silver

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.

OSWEGO PURE AND "Silver

Gloss"

STARCH.

Kingsford's Oswego CORN STARCH for Puddings,

Custards, Blanc-Mange, etc.

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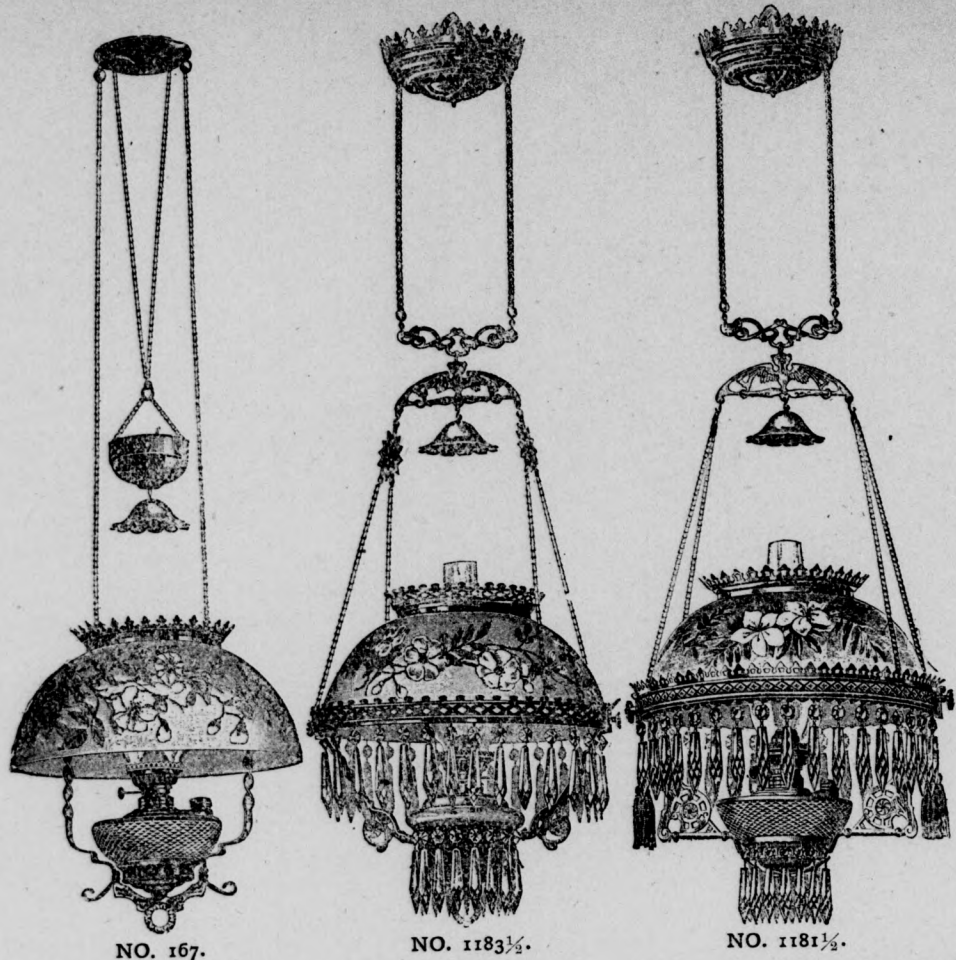












## ASSORTED PACKAGE No. 60--1-2 Library Lamps, Trimmed Complete as described below.

1 No. 167 Complete, with 14 inch Decorated Cone Shade, No. 2 Sun Burner and Chimney, like cut only cone shade. . . . .	1 65
2 No. 169 1/2 Complete, with 14 inch Decorated Dome Shade, No. 3 Artic Burner and Chimney, 52 Prisms. . . . .	3 50 each 7 00
1 No. 1179, Spring Extension, complete with 14 in. Decorated Cone Shade, No. 3 Artic Burner and Chimney. . . . .	3 25
1 No. 1183 1/2 Spring Extension, complete with 14 inch Decorated Dome Shade, No. 3 Artic Burner and Chimney. 52 Prisms. See Cut. . . . .	4 85
1 No. 1181 1/2, Spring Extension, complete with 14 inch Decorated Dome Shade, No. 3 Artic Burner and Chimney. 52 Prisms. See Cut. . . . .	5 75
Package. . . . .	1 00
	\$23.50

Unique Burners if Preferred.

# H. LEONARD & SONS

134, 136, 138, 140 Fulton St.,

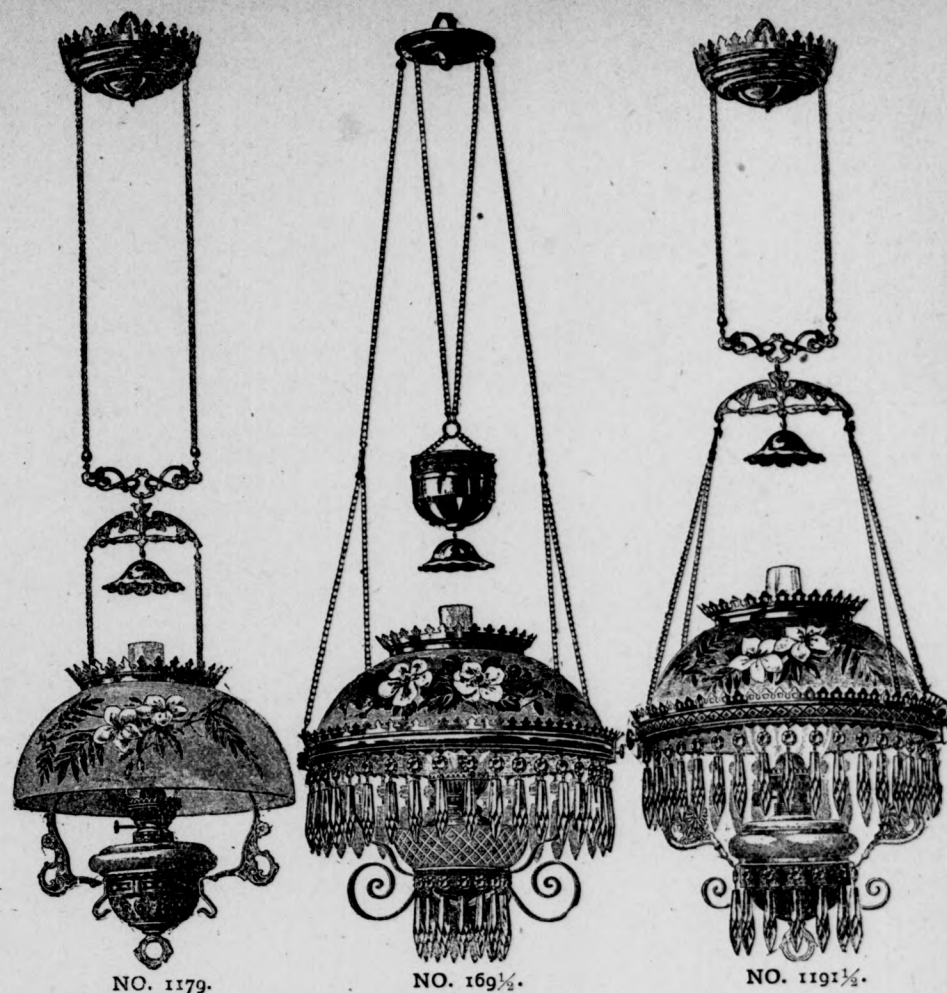
GRAND RAPIDS, MICH.

JOBBERS OF

## HOLIDAY NOVELTIES,

Staple and Fancy.

Fine Music Boxes a Specialty.



## ASSORTED PACKAGE

No. 60--1 Library Lamps,  
Trimmed Complete, as described below.

2 No. 167 Complete, with 14 inch Decorated Cone Shades, No. 2 Sun Burner and Chimney. . . . .	Each 1 65 3 30
1 No. 169 1/2 Complete, with 14 inch Decorated Dome Shades, No. 3 Artic Burner, and Chimney. 52 Prisms. See Cut. . . . .	3 50
1 No. 1179, Complete, with 14 inch Decorated Cone Shade, No. 3 Artic Burners and Chimneys. Like Cut only Cone Shade . . . . .	3 25
1 No. 1183 1/2, Spring Extension, complete with 14 inch Decorated Dome Shade. No. 3 Artic Burner and Chimney. 52 Prisms. . . . .	4 85
1 No. 1191 1/2, Spring Extension, complete with 14 inch Decorated Dome Shade, No. 3 Artic Burner and Chimney. 52 Prisms. See Cut. . . . .	5 95
Package. . . . .	1 00
	\$21.85

Unique Burners if Preferred.



### LORILLARD NIGHT SCHOOL.

Beginning the Third Year—A Model Institution.

From the Jersey City Journal, Oct. 7.

The third year of P. Lorillard & Co.'s night school was inaugurated last night under the most favorable auspices. This is the only institution of its kind in Hudson county and is under the able and personal management of Dr. L. J. Gordon. The policy of this firm toward its employees is of the most liberal character. Their constant aim is to uplift and help all their employees in every possible way. The night school is no longer an experiment, but an established success. It is not only a great help to the employees, but to the firm as well. While the firm have made ample provision to impart a good, sound elementary education to their boys and girls, they also aim to train them up to be men and women.

Lorillard's school is pleasantly and centrally located at Booraem Hall, on the corner of Newark avenue and Grove street. The second and third floors have been fitted up with every appliance to aid the purpose in view. Everything is furnished free to the employees. The youngsters are started in the lowest grades, and are carried along as rapidly and as far as their aptitude and inclination permit. After a boy pursues his studies in the most advanced classes of the night school, he is sent to a preparatory institution and then to college for a complete classical or scientific course if he wishes. This is a standing offer on the part of the firm, and all bills are paid by the firm—even the students' boarding.

The second floor of Booraem Hall is occupied by the advance classes, game rooms, gymnasium and club rooms. On the third floor are the primary classes and library. The classes are arranged in sections, each class or section having an instructor of its own. The rooms are decorated with engravings and maps, well ventilated and heated. Valuable prizes are distributed at intervals during the school year to the pupils of all the classes for proficiency in their studies. Promotions in the firm's large tobacco factory are made on merit, and selections are made whenever practicable from the school.

Last evening there were 550 boys and girls enrolled. The evening, for the most part, was taken up in arranging, classifying and grading the pupils. Several classes got down to work at once, and the educational machinery moved very smoothly for a first night. There were many bright faces among the three hundred boys, while the two hundred and fifty girls looked neat, tidy and happy. A busy hum pervaded the school rooms for an hour and a half, and then at a signal each form became erect and silence prevailed. A lively march was struck up on the piano, and the boys trooped down

stairs, followed by the girls. The corps of instructors is composed of experienced and competent ladies. Miss K. A. Spier, of the Jersey City High School, is principal, and is assisted by the following teachers: Miss C. L. Waterman, Miss M. Whitmore, Miss J. Biedelhase, Miss K. Warner, Miss C. Wanner, Mrs. R. Crammer, Miss H. Roberts, Miss K. McGuinness, Miss Josie McAney, Miss J. Burdock, Miss B. Simpson and Miss B. Halsey. There are two vacancies that will be filled in a day or two. The school is open from Monday to Friday evenings inclusive every week, the hours being from 7:30 to 9 o'clock.

There are 12,000 volumes of standard works in the library. They comprise fiction, history, travel, books of reference etc.; any book, if reputable, called for by the employees and not on the shelves is at once purchased by the firm. In the library are also found all the leading and latest magazines and newspapers. Monday, Wednesday and Friday are devoted to the females, and Tuesday, Thursday and Saturday to the males for the purpose of selecting and drawing books. The library is open on Sundays and holidays for both sexes and is very popular with the employees.

It is a pleasure for the *Journal* to make a note of the Lorillard educational schemes, and their example could be very well imitated by other large firms and corporations with great advantage to all parties concerned.

### Twine.

Few persons have an idea of the enormous consumption of twine in this country. One of the greatest demands for the article comes from the farmers, who consume thirty-five thousand tons annually upon the self-binding harvesters. Allowing five pounds to the mile, this would be equal to astring long enough to go more than six times round the earth. It takes a length of about three feet of twine to tie a bundle of straw. The farmer sits on his machine, drives alone through his grain field, and without any assistance cuts, bundles and ties twelve acres of wheat grain per day. To such perfection as this has that unconscionable patent monopolist, the American inventor, reduced mechanism for doing farm labor—monopolist in the judgment of the farmer, because the inventor demands a bonus of perhaps ten dollars a machine as his patent fee. This winter, no doubt, our grateful farmer will, as usual, join the hue and cry for the repeal of the patent laws.

### 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.

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.

## Order a sample case of HONEY BEE COFFEE. PRINCESS BAKING POWDER, Equal to the Best in the market.

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

## OBERNE, HOSICK & CO., Manufacturers of FINE LAUNDRY and TOILET SOAPS, 120 Michigan St., Chicago, Ill.

We make the following brands:

HARD WATER, Linen, German Family, Sweet 16, White Satin, Country Talk, Mermaid, it will float, Silver Brick, Daisy, White Prussian, Glycerine Family, Napkin, Royal.

Our HARD WATER Soap can be used in either hard or soft water, and will go one quarter farther than any other Soap made. (Trade mark, girl at pump.) We are getting orders for it now from all parts of the country. Send for a sample order. We pay all railroad and boat freights. Our goods are not in Michigan Jobbing houses.

A. HUFFORD, General Agent, Box 14, GRAND RAPIDS, MICH.

Write me for Prices.

## 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.

## WM. SEARS & CO. Cracker Manufacturers,

Agents for

AMBOY CHEESE.

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

## 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.

## 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 POTATO 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.