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Cushman's



MENTHOL INHALER

In the treatment of Catarrh, Headache, Neuralgia, Hay Fever, Asthma, Bronchitis, Sore Throat and Severe Colds, stands without an equal.

Air Menthholized by passing through the Inhaler tube, in which the Pure Crystals of Menthhol are held thoroughly applies this valuable remedy in the most efficient way, to the parts affected. It sells readily. Always keep an open Inhaler in your store, and let your customers try it. A few Inhalations will not hurt the Inhaler, and will do more to demonstrate its efficiency than a half hour's talk. Retail price 50 cents. For Circulars and Testimonials address H. D. Cushman, Three Rivers, Mich. Trade supplied by Hazeltine & Perkins Drug Co., G'd Rapids, and Wholesale Druggists of Detroit and Chicago.

JUDD & CO.,
JOBBER OF SADDLERY HARDWARE
And Full Line Winter Goods.
102 CANAL STREET.



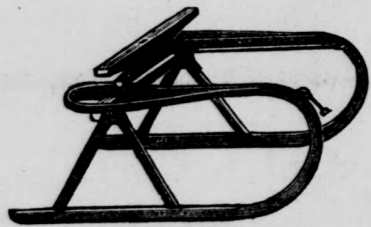
EATON & LYON,

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 Sleights, Farm Sleights, Logging Sleights, Lumbermen's and River Tools.

We carry a large stock of material, and have every facility for making first-class sleights of all kinds.

Shop Cor. Front and First Sts., Grand Rapids.

Stop That Book-Keeping.

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

You have no idea 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, discount and expense. Sample copy to cts. in postage stamps.

J. TALLIAFERRO,
1933 McGee Street, KANSAS CITY, MO.

USE

Polishina!

The Best

Furniture Finish

In the Market. Try it, and make your Furniture look FRESH and NEW.

For sale by all Druggists.

HAZELTINE & PERKINS DRUG CO.,

Grand Rapids, Mich.

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.

ALBERT COYE & SON,

DEALERS IN

AWNINGS AND TENTS

Horse and Wagon Covers, Oiled Clothing, Feed Bags, Wide Ducks, etc.

Flags & Banners made to order.

73 CANAL ST., GRAND RAPIDS.

NEW ENTERPRISES

JUST STARTING

Will find everything they want

OFFICE SUPPLIES,

RIGHT PRICES

Geo. A. Hall & Co. STATIONERS,

29 MONROE ST., - GRAND RAPIDS.

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.

EDMUND B. DIKEMAN,

THE-

GREAT WATCH MAKER,

-AND-

JEWELER.

44 CANAL STREET,

GRAND RAPIDS, MICH.

GUSTAVE A. WOLF, Attorney.

Over Fourth National Bank. Telephone 407.

COMMERCIAL LAW & COLLECTIONS.

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 the Year by applying to above address. Some genuine unless it bears above label.

WHIPS
A large stock of cheap whips must be closed out before Jan. 1, 1887. We must change our business. Prices on some 50 per cent. below combination. Call or address

G. ROYS & Co. GRAND RAPIDS. 2 Pearl St.

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. KENYON, Traveling Salesman, 227 Jefferson Street, Grand Rapids, Mich.

ORGANIZATION OUTFITS.

Full outfits for the Collection Department of a Business Men's Association, containing all the late improvements, supplied to order for \$11. The outfit comprises: 1,000 Notification Sheets, for member's use, 500 Record Blanks, 500 Association Notification Sheets, and 500 Envelopes.

Money can be sent by draft, post-office or express order.

Fuller & Stowe Company,

49 Lyon Street, - Grand Rapids, Mich.

A FOUL PLOT.

The Exploits of a Private Detective in Citizen's Clothes.

Alfred B. Tozer in Saturday Mail.

Private letter from James Ledger, manufacturer, to Thomas Cuff, Chief of Police, Middletown:

MY DEAR SIR—I fear that all is not well in this locality. As you are undoubtedly aware, I have large property interests here, which, by reason of their remoteness from the business center of the city, are virtually without police protection. In ordinary times, relying upon the many friendly expressions of opinion reported from my employees in the factory, I should feel entirely safe, but no one can accurately predict where labor agitation will break out next, and I must confess that I do not feel secure in my possessions here. I am credibly informed that my men are holding secret meetings at least one evening in each week, and that mysterious packages which resemble firearms are being quietly conveyed to their rendezvous. The suspicious which I thus freely express to you may be merely the suspicions of a nervous old man, whose love for the accumulations of a life-time has led him astray, but, after all, I am resolved to be on the safe side. Can you send me to once a private detective in citizen's clothes? You understand that he must be discreet as to his own conversations, yet sufficiently cunning to set my men talking. I desire him to find his way into their most secret thoughts, as well as into their most secret councils, in order that I may be fully posted in regard to the future, as well as carefully guarded against the evils of the present. Do not send a member of your own force. Every man you have must be known to some of my employees. Perhaps you had better advertise for a discreet man for a secret mission. Instruct him, above all things, to reveal his business here to no one—not even to me. The reports to me must come through you. Of course the pay will be most liberal.

Yours respectfully,
JAMES LEDGER.

Advertisement in the Middletown Tribune:

WANTED—A discreet young man for a secret mission. A stranger who has had experience in the detective line preferred. Apply at once to the Chief of Police.

Letter, via. underground railway, from Clara Ledger to Frank Wright:

MY DEAR FRANK—I could not meet you in the orchard last evening as agreed, and I have been perfectly wretched all day. Papa absolutely forbade my leaving the house. I presume I shall be confined to my own room next. I have every reason to believe, however, that he is still unaware of your presence here. It would be just awful if he should discover that you have followed us here from Long Branch. You must be very careful, for papa would surely send me away were he to learn that I am again receiving attentions from you. Poor Papa! He is dreadfully worried over the labor troubles, and I actually think he is fearful of a strike or riot or something awful taking place here. Among the letters on his private table this morning was one addressed to the Chief of Police. From what I heard him say yesterday, I think he has sent for a private detective. Be at the old place to-night.

Yours as ever,
CLARA.

Private telegram from Thomas Cuff to James Ledger:

DEAR SIR—Your special order received and promptly filled. The assistance you desire ought to arrive sometime to-morrow.

Yours, THOMAS CUFF.

Private letter from James Ledger to Thomas Cuff:

DEAR SIR—Your telegram received. Many thanks for your promptness. I have been on the street all day studying faces and trying to select from the strangers about the works the man you would be likely to send on such a mission. I think I have discovered him. I am glad that he is here, for the developments of the past twenty-four hours add greatly to my anxiety. While I write something unusual is going on in a vacant room in an unoccupied house on the outskirts of the works. It is my belief that explosives are being tested, for now and then a red light, which the curtains are too meager to conceal, flashes up at the window. I suppose you have ready means of communicating with your man. For God's sake, warn him to be diligent. Several boxes supposed to contain muskets arrived here to-day and were mysteriously carted away. If possible, find out who shipped them.

Yours,
JAMES LEDGER.

P. S.—11 p. m.—From my window, just as I heard voices in the orchard. The lives of my daughter and myself may be included in the plot which is daily thickening around us. I have no longer the least doubt that a desperate game is being played here. Perhaps you had better instruct your man to have an eye to my private residence.

Yours,
J. L.

Private letter via. underground railway from Frank Wright to Miss Clara Ledger:

MY DEAR CLARA—Forgive me if you were disappointed. I was unexpectedly called away last evening, and returned too late for our appointment in the orchard. You can imagine how miserable I am. Here we are within a few blocks of each other, and yet I am forbidden to read in your tender eyes the love I know you feel for me. How much longer is this to last? You are not happy in the life you are leading. Why can't you come to me at once. Your father may be right in regard to the threatened labor trouble there, and your dear life may even now be in peril. I hear sullen mutterings of discontent among the men, and secret meetings are being held and firearms are being shipped to this point under cover. When shall I see you again?

Yours, FRANK.

Private letter from James Ledger to Thomas Cuff:

DEAR SIR—How can I thank you for the discrimination used in selecting the private detective I ordered? Since my intimation to you that it might be well for him to keep an eye on my residence, I have felt his presence continually. At midnight, last night, I am sure I saw him standing motionless by a tree in the orchard. He shall be rewarded beyond his most ambitious expectations. My daughter Clara also seems to feel the same sense of security. A day or two ago the poor girl could scarcely find courage to leave the house unattended. Now, I frequently see her walking alone in the orchard and garden long after the servants have retired for the night. There is nothing new regarding the threatened strike, except that a broken bundle at the freight house yesterday revealed several disguises of a highly suspicious character. Is it possible for you to ascertain the name of the person who ships these goods?

Yours, JAMES LEDGER.

Letter, via. underground railway, from Clara to Frank:

MY DEAR FRANK—I am almost frightened this morning when I remember what I consented to in the orchard last night. How can I marry you privately, and without papa's consent? Poor papa! How worried he is over the labor agitation! I hear him walking his room night after night. Ought we not to wait until this dreadful strain is lifted from his mind?

Yours as ever, CLARA.

Letter, via. old route from Frank to Clara:

MY DARLING—We had so much to say to each other last night that I neglected answering your question, and I will do so now by asking one. Will you marry me the instant you believe the labor troubles to be settled? Once married, your father will forgive us. My fortune and my social position are equal to his own. His rejection of me at Long Branch was one of his whims.

Yours, FRANK.

Letter from James Ledger to Thomas Cuff:

MY DEAR SIR—Notwithstanding the vigilance of your officer I am uneasy. Groups of men gather in the streets evenings and converse in low tones, never failing to disperse whenever any one approaches. I don't like the looks of it. Remember that I have received no report from your man. Please send me by early mail to-morrow a synopsis of his communications to you.

JAMES LEDGER.

Note from Clara to Frank:

MY DEAR ONE—Yes.

CLARA.

Note from Frank to Clara:

DARLING—You will find a close carriage at the back garden gate at nine to-night.

In haste, FRANK.

Telegram from Thomas Cuff to James Ledger:

DEAR SIR—You were much mistaken in the temper of your men. They are privately rehearsing for a military drama.

THOMAS CUFF.

Telegram from James Ledger to Thomas Cuff:

SIR—I was also much mistaken in the temper of your confounded detective in plain clothes. He eloped with my daughter last night.

JAMES LEDGER.

Telegram from the same to the same, one week later:

Come down and dine with your special mission young man and his wife.

Yours truly, JAMES LEDGER.

Put to Good Use.

"I've been hunting all over the room for a hairpin," said a young lady to her newly married friend, "and I couldn't find a single one to save me."

"Of course you couldn't, my dear," was the sympathetic reply, "I'm married now, you know."

"And what has that to do with it?" was the incredulous query.

"Everything, my dear," was the reply. "My husband straightens them all out for pipe cleaners."

The Necessity for Mercantile Organization.

From the Pentwater News.

In this country the right of individuals to organize for mutual advantage, protection and benefit is unquestioned. Such organizations exist throughout the length and breadth of the land. The farmers a few years ago instituted the association of Grangers, and so far as our observation goes, as a class or as individuals, they were improved by the meetings. We notice that it was not a great while after a farmer became a Granger before he began to exhibit an accurate knowledge of markets, freights, and the things which influence them for or against his interest. This educational result also made their deal with business men more pleasant and harmonious, as they now understood what they did not before, the steps necessary to a final realization on their products.

Then there is the organization for the same purpose of the laboring men, under the name of Knights of Labor. No one will deny that this institution has done much to elevate and dignify labor, improve the condition of working men everywhere, and create a respect for the organization. Through this the turbulent, socialistic and anarchistic elements are controlled easily during periods of excitement until reason assumes sway, when the authority of government seems powerless. It is our conviction that the educational methods of this institution will yet lead to the harmonious union of labor and capital on a basis that will be recognized by both as just and equitable to the other.

Business men, although in the greatest need, have been the last to seek the benefits of organization for mutual benefit, and even now, unlike other organizations, they do not use it to secure special advantages in prices, to do away with competition, or even to lesson it. The only benefit sought by them is protection from dead-beats. The class referred to are those to be found in every community, who secure credit at one house until the merchant in self-defense refuses further accommodation, and they then go to a rival house, do the same there, and so on from one place to another, leaving in their train scores of victims. They laugh at you when you talk legal process, and insult when pay is asked. There is no remedy against this class except by organization and concert of action. This is the purpose of the O. B. M. A. Not to oppress or humiliate an honest man. Not to distress the really unfortunate. Not to blacken with opprobrium the name of any individual who is disposed to be honest; but only to reach the class who through dishonest motive, or by almost criminal negligence of duty prey upon the business community.

Now, as to the method of this organization in dealing with debtors. The member who has one on his books that he cannot collect from, notifies him with the Association's blank of the amount of indebtedness and requesting an adjustment with fifteen days. If settlement is not made he is reported to the Executive Board, who, in turn, notify him to appear before the Board within fifteen days and show cause why he should not pay the claim. If he fails to appear, or the Board after hearing both sides think he should pay, he is then black-listed and every member of the Association notified, and he cannot afterwards obtain credit of any member until after the claim is settled and his name removed. The proceedings are all fair, just and equitable, and the workings of the Association will have no effect whatever on any man whose course of dealing is honest and square. Those who kick against the organization must see in it some danger to their methods of business.

He Was Modest, but a Good Traveler.

From the Chicago Herald.

"It doesn't sound nice to say so, but it is a fact, that the Lake Shore folks were awfully glad when a certain man died in Buffalo the other day," said a conductor chattily. "There's quite a story about that case, and I guess I'll have to tell it to you. The man's name was Talbot. About twelve years ago Talbot saved a train from going into a wash-out near his farm, and of course the company felt very grateful. P. P. Wright—Wright was then superintendent of the Buffalo division—sent for him and loaded him with thanks for himself and the company. Talbot modestly declined a money present of \$500, but said he didn't object when Wright proposed making out for him a pass good for the remainder of his life. While Wright was writing out the pass Talbot inquired:

"Say, Mr. Wright, have you any objections to making that read good for me and a friend? I may want to take a friend up to Cleveland with me sometime to see an uncle of mine."

"Wright was so full of gratitude that he couldn't object to anything, and the man got his pass, good for himself and friend, and it was afterward sent on to headquarters and countersigned by the president and general passenger agent.

"Well, now what do you think? For more than ten years that man Talbot has been riding constantly between Buffalo and Chicago,

Buffalo and Cleveland, or Buffalo and Toledo. He was never alone. He always had a "friend" with him. The friend was usually some commercial traveler. In short, Talbot had made railroad riding his regular business. He made arrangements with various wholesale and jobbing houses to carry their men, and booked his engagements months ahead, sometimes. When these failed he picked up stray passengers here and there. After paying his sleeping car and other expenses he had \$6 or \$8 a day left as clear profit, and out of these profits he managed to amass a snug little fortune.

He tried to use his pass on the limited express, but the company wouldn't have it. In fact, they wanted to refuse to carry him altogether, but their lawyer concluded that the suit for damages would be too expensive. Talbot is dead, now, though, greatly to the regret of several traveling men."

The Selection of Perfumes.

From the N. Y. Tribune.

"You haven't a cultivated nose," said a manufacturer of perfumes in a large store down-town to a customer, who admitted that he could not remember that his nose had ever been subjected to any particularly invigorating process, but he asserted that he had perfect confidence in his ability to pick out just what he wanted.

"That is the trouble with almost every one," continued the dealer, "who attempts to select a perfume when he is not used to it. That man, who has just left here will not be satisfied with his purchase the next time he takes a smell of it because he will not find it to be what he expected. After a nose that has not been raised in the business smells four or five samples of cologne, the flavor of each will linger in the nostrils and then a inferior and poorer odor, if introduced to these lingering scents, in almost every case will form a pleasing combination that is thought to be satisfactory. For the time being it will be, but afterwards the compound of colognes will be called a fraud. As a matter of experiment I have placed the same kind of cologne in twelve bottles labelled differently, and have people take a smell of all the bottles and detect the resemblance of each one to the flower mentioned on the label. Again, I have seen noses so acute that they could pick out from a combination of odor each ingredient and rarely would any be missed. This is a wonderful thing, but the nose can be trained to do it, and the colognemaker must have the faculty in order to make up any kind of cologne from a given sample. This explains the method by which the famous colognes are imitated, and a dealer can hardly start a new brand on the market before every one in the business is making the same thing.

Grand Haven Joins the State Association

GRAND HAVEN, Dec. 6, 1886.

E. A. Stowe, Grand Rapids:
DEAR SIR—Enclosed please find \$3.20, as per capita dues of the Grand Haven B. M. A., as we are all in favor of joining the State Association. We think it a good thing.

Do we get more than one copy of the State notification sheet? A good many members would like to have them for reference. Let us know in regard to this matter and oblige. Yours respectfully,
FRED A. HUNTT,

Sec'y G. H. B. M. A.

A Wrong Report.

CADILLAC, Dec. 7, 1886.

E. A. Stowe, Grand Rapids:
DEAR SIR—Corresponding for a newspaper is altogether out of my line of business, but some malicious liar has started a rumor to the effect that Wilcox Bros., of this city, have placed a chattel mortgage on their stock, prompted either by jealousy or for the pure interest of injuring their credit. As there are no grounds for such a rumor, I will ask you, in their behalf, space in your valuable paper to refute it.

Yours truly,
J. C. McADAM.

Can "Beat" Anything.

From the Detroit Free Press.

"Is there a colored man around here who can beat a carpet?" asked a citizen of a whitewasher at the market yesterday.

"I reckon dat passon ober dar kin do it, sah."

"Is he professional?"

"Yes, sah. He's beat two groceries,

three saloons an' his wife, an' I reckon he kin git away wid a cap't."

The New Remedy.

Mrs. Muldoon—"Mrs. Mulcahey, have you heard the great remedy for hydrophobia?"

Mrs. Mulcahey—"No, faith. What is it?"

Mrs. Muldoon—"Plaster of Paris, begorra."

The Saturday Mail calls attention to the

fact that section one of the city nuisance ordinance provides that no merchant, clerk or other person shall solicit patronage for their places of business from the door or on or off the door-step of said places of business, nor shall they entice people into their places of business, for the purpose of showing goods, nor shall they accost persons upon the sidewalk in front of their places of business. There are very few arrests under this section, and yet in some parts of the city the solicitations of would-be salesmen approach actual impudence.

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, DECEMBER 15, 1886.

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

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

CUTTING PRICES AND THE REMEDY.

The merchants of Hastings are more or less concerned over an exhibition of bad faith on the part of a certain dry goods and grocery firm there. The firm in question signed the call for a meeting to organize an association, but failed to complete the agreement by joining the association when the time arrived. Instead of acting as they had agreed to, they began misrepresenting the objects of the association, asserting that it was formed for the purpose of "putting up prices," whereas the tendency of all associations is to reduce profits in just the proportion that losses are lessened. They attempted to make capital for themselves by representing that they were the only concern in the "monopoly," as they facetiously refer to it, and current report gives them the credit of employing men to circulate around among the farmers for the purpose of misrepresenting the association and applauding their magnanimous action in "standing by the farmers." Such a campaign, re-enforced with flaming announcements of cut prices in the local papers, has resulted in the firm's securing a large volume of trade. The cuts are mostly made on groceries, with the explanation that the losses in that department are more than made up by the extra prices charged for dry goods and boots and shoes. Such a policy would not attract an average business man, but is sufficiently gauzy to allure a certain class of purchasers who are too apt to be influenced by flashy announcements of cut prices, and to think that because one article is sold cheap it necessarily follows that everything is sold proportionately low. This class, which is luckily in the minority, has been attracted by the double dealing of the firm in question and patronized the house very liberally, giving the other merchants some grounds for the belief that a certain portion of their regular patronage would naturally find its way to the opposition establishment. In order to circumvent the opposition and retain their trade, they began a system of cutting prices, meeting the quotations of their opponents, and in many cases "going them one better." And there is where the merchants made a fatal mistake. While it is sometimes true that it is necessary to fight fire with fire, the occasion for such extreme measures seldom occurs in mercantile life. If, instead of meeting the prices of cutters and slashers—prices often below the first cost of the articles quoted—merchants would pursue the opposite course, they would eventually bring about a revulsion in public sentiment on the question of cutting. For years, Grand Rapids has been cursed with one of the worst cutters in the State—a man who has aped the policy and stolen the advertising style of Hull Bros., but who has not carried a stock of liquors, as Hull Bros. do—on which to "get even." Instead of meeting his prices, the grocers of Grand Rapids have used this argument with their trade: "Yes, you can get your goods cheaper at the place you mention, but that man cannot sell goods at the prices he advertises without either losing money or giving second grade goods. We don't propose to do either. We won't sell anything but standard goods, and when we can't do business at a profit we shall give it up." The result of this sort of argument has been that every merchant has kept his regular line of customers, because they realized the correctness of his conclusions. The cutter keeps on advertising goods at slaughter prices, but everyone has come to understand that the goods are on a par with the prices asked. Meantime the cutter has gained such a reputation for handling glucose sugars and second grade goods, that he cannot sell a standard article for a standard price, because no one would believe that he ever had an honest article in his establishment.

The Tradesman does not wish to be considered as interfering with the business methods of its Hastings patrons, but it was appealed to for advice in the premises and the above are all the remarks it has to offer. By meeting the cutter's prices, you virtually admit that the cutter is right, and your trade have good reason for thinking that you have swindled them most outrageously in the past. In no position is consistency more needed than in the man who stands behind the counter and anyone who lays himself open to the charge of being inconsistent, loses the respect of the community. And in losing that he loses the trade which is most worth having—the patronage of the conscientious and the well-informed.

SERMON IN A NUTSHELL.

A long-time patron of THE TRADESMAN thus announces the following unwelcome intelligence:

I had rather acquaint you of the fact myself that I have been compelled—or thought I was compelled—to give a chattel mortgage,

than to have you find it out through any other channel.

I attribute my present embarrassment to buying too largely, in anticipation of a brisk fall trade, and giving too much credit.

The italics are supplied for the purpose of emphasizing the causes of nine-tenths of all the failures which occur. "Buying too largely and giving too much credit" are rocks on which the majority of commercial ventures are stranded, and wise is the pilot who is able to hold his craft away from these hidden dangers.

Zach. Chandler's favorite maxim was "Claim everything and concede nothing," and the Retail Grocers' Advocate seems to have adopted the same policy as regards Michigan. Smith Barnes contributed certain suggestions to the Committee on Constitution of the Michigan Business Men's Association, all of which were incorporated in the platform. Now the Advocate claims they were stolen from that paper, which THE TRADESMAN doubts, as Mr. Barnes is not given to appropriating other men's ideas, much less the ideas of a paper which is absolutely characterless. The business men of Traverse City have spent months in studying up a desirable rating system, and have finally gotten it into operation. THE TRADESMAN described the system somewhat at length, when lo! The Advocate claimed the system as its own. The Advocate also claims all the credit attached to the organization of a State Association here in Michigan because it suggested the idea a year or so after hundreds of Michigan workers began laying the foundation for the magnificent superstructure which now commemorates their labors. The man who accomplishes nothing himself finds secret satisfaction in claiming the work of others, but such claims do not "set well" on the stomachs of those who have toiled early and late to secure the results. The policy of the Advocate has been marked by sloth, deceit and hypocrisy, rendering it an unsafe guide for anyone who might be so foolish as to place any reliance on its utterances.

To those who think that there is no profit in the creamery business, THE TRADESMAN commends a perusal of the letter from J. M. Crossman, the Williamston butter manufacturer, published in another column. Mr. Crossman expended \$4,500 in the construction and equipment of his factory. During the six months in which the factory was in operation, he produced a trifle over 40,000 pounds of butter, which was disposed of at an average price, of 25 cents per pound, making the total receipts about \$10,000. He bought 39,000 gallons of cream, at an average price of 16 cents per gallon, or \$6,240, and paid 5 cents per pound for making and selling—\$2,000. The total expense—\$8,240—subtracted from the total receipts—\$10,000—leaves a comfortable balance of \$1,760 as the profits on six months' business, on an investment of \$4,500. Let those who assert that there is no money in the creamery business read Mr. Crossman's letter and forever after "hold their peace."

The factory dairy season is now practically closed, and the ledgers of most of the operators show gratifying balances. The drought, of course, curtailed the product of both butter and cheese to a large extent, variously estimated at from 20 to 33 per cent., but as the drought was general all over the country, prices went up in an even greater degree than the product decreased. This held the gross receipts up to about the usual figure and increased the profits very materially. Looked at from this distance, the outlook for next season is exceedingly favorable, as the market will be practically bare of both butter and cheese long before grass grows again.

As THE TRADESMAN goes to press, the Allegan Circuit Court is trying the case of the Polander who was arrested at the instance of E. W. Pickett, the Hilliards cheese manufacturer, for sending watered milk to the factory. The fellow was convicted in justice court, and fined \$10 and costs. He then appealed to the Circuit, and the result of the trial is looked forward to with much interest. The evidence against the defendant is wholly circumstantial, no one having been able to discover him in the act of adulterating the milk, but the prosecution think that their case is sufficiently strong to secure the conviction of the Polander.

Beware of the oily-tongued harrangue of the rascal who is soliciting money for alleged membership in the "United States Dealers' Protective Association and Mercantile Agency." Merchants would do well to keep a pair of stoga boots in readiness for him. Should he visit some localities known to THE TRADESMAN, he will be presented with the contents of a feather pillow and a bucket of rat, applied in the most approved manner.

The complete list of the various brands in use by the manufacturers of rubber boots and shoes, published this week, is from the Boot and Shoe Recorder, one of the most valuable journals of the kind in the country. The Recorder, unlike most of the shoe papers, gets down to the level of the retailer, instead of bending every energy to please the jobber and manufacturer. The result is a weekly journal of seventy-five pages.

The Secretary of the Oceana County Business Men's Association hits the nail squarely on the head when he asserts that the collection department of an association "gives results which statements, persuasion, and even law will not bring." This state-

ment will readily be corroborated by the members of every association which has been organized long enough to give the collection feature a fair trial.

The work of organization has received a promising accession in the shape of the Grocer and Butcher, a weekly journal issued in the interest of the Detroit Retail Grocers' and Trade Union Association. THE TRADESMAN welcomes the new aspirant for public favor, and trusts it will receive a hearty reception all along the line.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

H. Pangborn has engaged in the grocery business at Blanchard. Arthur Meigs & Co. furnished the stock.

E. F. Hiler has re-engaged in the grocery business at Fruitport. Arthur Meigs & Co. furnished the stock.

John Vander Mei, grocer on Grandville avenue, has been closed on chattel mortgage by Hawkins & Perry.

John Kraegenbelt has engaged in general trade at the corner of Butterworth avenue and Veto street. P. Steketee & Sons furnished the dry goods.

Fox & Bradford have enlarged their office by throwing the whole front portion of their store into one room, which will serve the double purpose of an office and show room. They have closed out their entire stock of tobaccos and have re-arranged their cigar stock.

Chas. F. Cobb, Secretary of the partially defunct Hoptonic Co., has nearly completed the organization of a new company at Chicago, which will purchase the plant, trademarks and book accounts of the old company and continue the business on a more extensive scale.

AROUND THE STATE.

Ralph L. Mann has opened a variety store at Marshall.

C. Slaght, general dealer at Mears, has removed to Hart.

Giles W. Long succeeds Long Bros. in the grocery business at Clio.

Moon & Goodrich succeed O. N. Moon in the drug business at Fenwick.

Crane & Torrey succeed O. S. Chapman in the grocery business at Albion.

Jernstadt & Delbeck succeed John Jernstadt in general trade at Woodville.

A. H. Smith succeeds Lawrence & Smith in the grocery business at Ypsilanti.

H. D. Storms succeeds Clement & Storms in the grocery business at Plainwell.

Jno. M. Church, of the grocery firm of Fleming & Church, St. Louis, is dead.

Cole & Cole, the Climax general dealers, have bought out Mr. Betts, the merchant at West Leroy.

Frank Finout, late of Battle Creek, has engaged in the grocery and boot and shoe business at Climax. He is a brother of L. E. Finout, harness dealer at Climax.

Chas. Broas & Co., the Detroit boot and shoe jobbing house, have assigned to Geo. H. Burt, of Boston. Chas. Broas, clothing dealer at Lansing, has assigned to the same person.

E. Wilson and John Gilmore have formed a copartnership and engaged in the drug and grocery business at Stanwood, purchasing the stock formerly owned by Tucker & Northrop.

B. J. & R. Vaneklassen have purchased a business lot at Zeeland, on which they will erect a brick store building next season. They will occupy it with a stock of furniture and boots and shoes.

Leszczynski Bros., general dealers at Oscoda and Sand Beach, have been foreclosed by Edson, Moore & Co., of Detroit, on a \$15,000 chattel mortgage, and other debts make their liabilities \$20,000. Assets will not exceed the first-named sum.

MANUFACTURING MATTERS.

David F. Kenney has opened a boiler shop at Ionia.

Wm. Bamber succeeds Proctor & Bamber in the foundry and planing mill business at Mt. Pleasant.

C. D. Stuart, the Otsego chair manufacturer, proposes to put himself in a position to avoid a strike by discharging all the Knights of Labor in his employ.

STRAY FACTS.

G. DeBruin has opened a saloon at Zeeland.

Peck & Co. are putting in a lunch counter at their store at Walton.

E. J. Mather succeeds A. R. Mather in the banking business at Lakeview.

Burk & Densmore succeed Trunk & Robinson in the meat business at Mecosta.

John Spohn succeeds Spohn & Vanderhook in the harness business at Allegan.

Yeakey & Williams, meat dealers at Martin, have dissolved, Yeakey succeeding.

Williams will engage in the meat business at Kalkaska.

The assets of Wm. B. Ames, the Hudson bankrupt, foot up to \$5,000, while the liabilities are in excess of \$9,000.

The First National Bank of Concord will surrender its charter and re-organize under the State banking law, with the same officers as at present.

A. R. Close, harness dealer at Sherman, has purchased A. J. Hartman's livery business, at that place, and will continue both branches of business under his own name.

The Big Rapids Herald talks as follows of a man who has several very warm friends among the jobbing trade of this market: Capt. Oleson has been placed in charge of the

property known as the old brewery, recently leased by the Muskegon Brewing Co.

R. S. Jackson, retiring superintendent of the Burdick and Rose & Lovell street car lines at Kalamazoo, who goes to Caledonia to engage in flour milling, says the two street car lines named cost for running expenses during the past ten months \$1,258.16 more than they earned.

Muskegon News: The inventory of the Truesdell stock has been completed. The creditors held an "executive" session last night to discuss the situation. It was rumored "unofficially" that such arrangements would be made that the sale of the stock would be entrusted to the Truesdells and that they will close it out. This, however, lacks confirmation.

A. E. Kelsey, a leading dry goods merchant of Three Rivers, has been taken to the Kalamazoo Asylum, being very violent and suffering from what is supposed to be softening of the brain. He was a few weeks ago placed in a private inebriate asylum in New York, for treatment, but his trouble having taken an insane turn he has been disposed of as above stated.

An East Saginaw dispatch conveys the following information: "Through the efforts of the Business Men's Association, a special daily local train between the Saginaws and Grayling, on the Michigan Central road, was put on this morning, called the 'Merchant's Express.' This gives merchants and others in seventeen towns on the line four and one-half hours for business here, and a big trade is anticipated by our wholesale dealers in consequence."

Purely Personal.

R. Weertman, the Zeeland baker, was in town last week.

S. Kopf, of the firm of Nelson & Kopf, manufacturers of table slides at Pentwater, was in town Monday on his way to Detroit.

E. Densmore is in New York, working up an export trade on his patent veneer house. His patent cement is proving so impervious to water that he is receiving flattering offers for the sale of the patent.

W. S. Coleman for the past fourteen months buyer and manager for the Gunn Hardware Co., has voluntarily severed his connection with that concern and engaged with Foster, Stevens & Co. as assistant to Buyer Philbrick. Mr. Coleman is a worker from Workville and will prove a valuable accession to his new employers.

A Pierson correspondent writes as follows: "The traveling man with the elephantine voice has been in the habit of playing practical jokes on an old fellow here, 73 years of age. He attempted to tamper with the old fellow's clothing Saturday, when the latter clinched him and laid him down in the mud, capping the climax by washing his face with snow. We wouldn't have you put this in the paper about Hawkins for a million dollars, but consider it a duty to inform you of the facts."

The Gripsack Brigade.

Harry Gilham, traveling representative for Leggett & Myers, has gone to Oswego, Kansas, to spend the holidays with his wife.

An Otsego correspondent writes: E. R. Conrad is negotiating for a situation as traveling salesman for a wholesale liquor house in Detroit and spent several days of this week in that city.

Frank Blakeslee is spending his holiday vacation with friends at Binghamton, N.Y., the usual route being taken this week by Cass Bradford; the latter's route being taken by book-keeper W. B. Sweet.

The Board of Trustees of the Grand Rapids Traveling Men's Association met Saturday evening and sent out 600 invitations to the third annual social party, to be held at the Ionia street armory, on Friday evening, December 30. Members or friends of the traveling fraternity who fail to receive invitations are invited to come, just the same as though their names were not overlooked.

"No Money in the Creamery Business."

WILLIAMSTON, Dec. 10.

E. A. Stowe, Grand Rapids: DEAR SIR—I have just closed my creamery for this year. I did not start until the middle of June, and we did not do as well as would otherwise have been the case. All my patrons are pleased, however, and they are free to assert that instead of 300 cows, I shall have the cream from 2,000 cows next season.

Agreeable to your request, I fill out and return the blank report you sent me. You will see that the showing made is by no means discouraging. On a total investment for plant and appliances of \$4,500, I have produced \$10,000 worth of butter at a total expense of \$8,240, leaving a margin of \$1,760. I am sure these figures are accurate, as I have kept a strict cash account with my creamery, the same as if I was managing it for another man. Yours truly,

J. M. CROSSMAN.

Miscellaneous Dairy Notes.

Lakeview is talking creamery.

Eaton Rapids business men contemplate establishing a creamery there.

The Grand River Valley Creamery, at Grandville, expects to begin operations about April 15.

The Otsego creamery suspended operations about December 1, having enjoyed a satisfactory season.

The Charlotte creamery has closed for the season. Preparations are making for operating on a larger scale than ever next year.

Attention is called to the advertisement of J. T. Bell & Co., proprietors of the Saginaw Valley Fruit House. Messrs. Bell & Co. have built up a large business in their line, and nothing but the reasons given would impel them to dispose of so lucrative a business.

MISCELLANEOUS.

Advertisements of 25 words or less inserted in this column at the rate of 25 cents per week, or 50 cents for three weeks. Advance payment.

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

FOR RENT—Desirable corner store, in good residence locality, suitable for grocery or general trade. Good living rooms over store. Rent, reasonable. Enquire at 83 South Division street, Grand Rapids. 189tf

FOR SALE—A two-story store, 22x58, almost new, second floor done off and tenanted. Sell goods in store if desired. Good place for dry goods and groceries. In a good farming country. For particulars, address C. E. Clapp, Martin, Allegan Co., Mich., where store is located. 170*

WANTED—Situation by a young man in a grocery or general store. Four years' experience. Best of references. Address, H. H. Box 354, Fremont, Mich. 170*

FOR SALE—At Howard City, planing mill, sash, door and blind factory, in complete running order. New 60-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. 189tf

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, 99 Ottawa st., Grand Rapids, Mich. 187tf

MOSELEY BROS.

SEEDS, FRUITS, OYSTERS,
And Produce.

26, 28, 30 and 32 OTTAWA ST., G'D RAPIDS.

Too Particular.

Man (to friend)—I have a supreme contempt for that fellow Johnson.

Friend—Why so?

Man—Because he played me a contemptible trick. I took him a petition the other day—

Friend—And he refused to sign it, eh?

Man—Oh, no, but he insisted upon reading it before he put his name down.

Belong to Opposite Sides.

First broker's boy—What is your pa, Johnnie?

Second broker's boy—My pa is a bull.

F. B. B.—And what is your ma?

S. B. B.—My ma? I dunno. Oh, yes—hold on. I saw her when she was dressed to go out to a party last evening, and I guess she must be a bare.

The December number of *The Office* is received. It is a practical journal for business men, accountants and office men. It contains some able articles and excellent suggestions, and its value to office men is all out of proportion to the nominal price of \$1 a year. It is published by the Office Company, 205 Broadway, New York.

HIRTH & KRAUSE,

DEALERS IN

Hides, Furs and Tallow,

Prompt returns made on Consignments.

118 Canal St., Grand Rapids.

Wall Paper and Window Shades

At Manufacturers' Prices.

SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order.

68 MONROE STREET, GRAND RAPIDS.

Nelson Bros. & Co.

OLD BARRELS

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

Lion Coffee Cabinet.

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



This Coffee Cabinet Given Away.

A GOOD BREAKFAST

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

A Beautiful Picture Card

In every package. We solicit a sample order for a cabinet filled with LION COFFEE.

For sale by all Wholesale Grocers everywhere, and by the

Woolson Spice Co.

92 to 108 Oak St., Toledo, Ohio.

The Michigan Tradesman.

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

Burt Oak Business Men's Association.
President, C. B. Galloway; Secretary, H. M. Lee.
Merchant's Protective Ass'n of Big Rapids.
President, N. H. Beebe; Secretary, A. S. Hobart.

So. Arm and E. Jordan Business Men's Ass'n.
President, A. E. Pickard; Secretary, John Leng.
Business Men's Protective Union of Cheboygan.
President, A. W. Westgate; Secretary, H. G. Dozer.

Merchant's Union of Nashville.
President, Herbert M. Lee; Secretary, Walter Webster.
White Lake Business Men's Ass'n.
President, A. T. Lindeman, Whitehall; Secretary, W. B. Nicholson, Whitehall.

Business Men's Protective Ass'n of Kingsley.
President, J. A. Broderick; Secretary, Geo. W. Chaufy.
Kalamazoo Retail Grocers' Association.
President, P. Ranney; Secretary, M. S. Scoville.

Lyons Business Men's Ass'n.
President, A. K. Roof; Secretary, D. A. Reynolds.
Retail Grocers' Ass'n of Grand Rapids.
President, J. A. Coyne; Secretary, E. A. Stowe.

Grocers' Ass'n of the City of Muskegon.
President, H. B. Fargo; Secretary, Wm. Peor.
Retail Grocers' Trade Union Ass'n of Detroit.
President, John Blesed; Secretary, H. Kundering.

Luther Protective Ass'n.
President, W. B. Post; Secretary, Jas. M. Verity.
Lowell Business Men's Protective Ass'n.
President, N. B. Blain; Secretary, Frank T. King.

Cadillac Business Men's Ass'n.
President, A. W. Newark; Secretary, J. C. McAdam.
Sturgis Business Men's Association.
President, Henry S. Church; Secretary, Wm. Jern.

Traverse City Business Men's Association.
President, Frank Hamilton; Secretary, C. T. Lockwood.
Ionia Business Men's Protective Ass'n.
President, Wm. E. Kelsey; Secretary, Fred Outler, Jr.

Business Men's Protective Ass'n of Saranac.
President, Geo. A. Potts; Secretary, P. T. Williams.
Elk Rapids Business Men's Protective Ass'n.
President, J. J. McLaughlin; Secretary, C. L. Martin.

Ocean Business Men's Ass'n.
President, W. E. Thorpe; Secretary, E. S. Houghtaling.
Manton's Business Men's Association.
President, F. A. Jensen; Secretary, R. Fuller.

Hastings Business Men's Association.
President, L. E. Stauffer; Secretary, J. A. VanArman.
Coopersville Business Men's Association.
President, E. N. Parker; Secretary, R. D. McNaughton.

Holland Business Men's Association.
President, Jacob Van Putten; Secretary, A. Van Duren.
Greenville Business Men's Association.
President, L. W. Sprague; Secretary, E. J. Clark.

Ada Business Men's Association.
President, D. F. Watson; Secretary, Elmer Chapel.
Ovid Business Men's Ass'n.
President, C. H. Hunter; Secretary, Lester Cooley.

Grand Haven Business Men's Association.
President, Fred D. Voss; Secretary, Fred A. Huty.
St. Johns Merchants' Protective Association.
President, H. L. Kendrick; Secretary, C. M. Merrill.

Wayland Business Men's Association.
President, E. W. Pickett; Secretary, H. J. Turner.
Eastport Business Men's Association.
President, F. H. Thurston, Central Lake; Secretary, Geo. L. Thurston, Central Lake.

Retail Dealers' Commercial Agency.
W. E. Cooper, Actuary, Grand Rapids.
Tustin Business Men's Association.
President, G. A. Estes; Secretary, Geo. W. Bevins.

Muir Business Men's Association.
President, L. Town; Secretary, Elmer Ely.
Sparta Business Men's Association.
President, J. R. Harrison; Secretary, M. B. Nash.

Dorr Business Men's Association.
President, L. N. Fisher; Secretary, E. S. Botsford.
Reed City Business Men's Association.
President, C. J. Fleischner; Secretary, H. W. Hawkins.

Leslie Business Men's Association.
President, Wm. Hutchings; Secretary, M. L. Campbell.
Cedar Springs Business Men's Association.
President, T. W. Provin; Secretary, L. H. Chapman.

Woodland Business Men's Association.
President, John Vetter; Secretary, L. N. Harter.
Marshall Merchants' Protective Ass'n.
President, Frank B. Knight.

Freepoint Business Men's Association.
President, Foster Sloan; Sec'y, Arthur Chesborough.
Allegan Business Men's Association.
President, Irving F. Clapp; Secretary, E. T. VanOstrand.

Grand Rapids Butchers' Union.
President, John Katz; Secretary, Chas. Volte.

Encouraging Words from the Pioneer Organizer of Illinois.
BLOOMINGTON, Ill., Dec. 6, 1886.

DEAR SIR—Yours of recent date came to hand, but I have been so very busy since that I have not been able to answer as promptly as I would like to have done. I was much pleased to hear of your having in successful operation a Business Men's Association, for it is kept alive and properly managed, I doubt not that it will prove to be of material benefit and fill a long-felt want.

Regarding my connection with the National Boot and Shoe Retailers' Association, I would inform you that I originated the idea and fostered it until it materialized last February, when it was consummated in Boston, although through petty jealousy of the trade papers, there were two meetings—one in New York and one in Boston at the same time. It has been well maintained and most of the results have been brought about by correspondence, contributed to and published in the *Boot and Shoe Recorder*. The union meeting took place in Philadelphia last July and the first annual meetings of the United Associations will be held at Chicago next July, when we trust we will have the pleasure of meeting you and hearing of the success of your Michigan Associations.

My views regarding your methods, after having with my limited knowledge of its workings and careful perusal of your constitution and by-laws, compared it with ours in a general way, are that yours may have and has some features which places it ahead of our Merchants Protective Association of Bloomington. Referring to the collection department, which is really the main

feature of ours, yours excels in the fact that it covers a greater territory; but I fear that unless very closely watched and energetically worked, that the State organization would be too general and not sufficiently specific in that by endeavoring to furnish a rating for individuals in a State, there would be such a voluminous list, which would require such a constant readjustment that the work would become too onerous to be kept accurate and responsible. However, if the local associations or branches work the system in a successful manner and apply it for their own and, when necessary, use of the sister branches, in keeping each other posted as to removals, etc., it would be efficacious. Still I cannot see the benefit in your system which we have in ours to individual members for collections. Our organization has 112 members, each of whom pledges himself not to credit any of the 900 persons we now have on our bad pay list, until they have liquidated the claim of the member reporting them. This is an incentive for delinquents to pay, without resorting to process of law for collecting and fetches many to time when the law would not touch. Our list, revised each month under the supervision of the Directors, keeps a live record of those not worthy of credit and is a guide that can be relied on. The expense is only \$1 initiation and 50 cents per month. The first goes to the Association and for printing, etc., and proves to be ample to run the Association. The 50 cents per month is collected and appropriated to the Secretary's own use as compensation for keeping the books of each member properly written up to date and collecting and returning same.

I send you a copy of our constitution and by-laws, forms and blue letter and if you desire will loan you one of our books containing our list of bad pay customers, for you to see its workings. We do not endeavor to extend our Association's work out of our own city. Still I think it would prove advantageous to us to be in communication with other and neighboring towns, that we might receive the names of parties moving to our town and give names to others of parties moving to theirs, if the names were on our bad-pay list.

The objects of your associations are good, and I wish you much success in promoting them. I trust you will be successful in organizing local associations and they will demonstrate the usefulness of the organizations. You certainly have a flattering beginning. May you live long and prosper. I think to put a paid organizer in the field to work up local associations would be beneficial. Urge members of local associations to stick together—not make it too general, but specific. I consider it a great effort to promote interest in local associations, that simulate them to constant action, that indifference may not set in and allow the interest to die or flag. Encourage early closing, not by legislative enactment, that is in my opinion impractical, but by securing the cooperation of the merchants in all lines in a towns and adjacent towns.

With best wishes for your prosperity, and hoping to hear again from you in an article to the *Recorder*, which would be of benefit to our cause, I am Respectfully,
A. MANSELL.

Association Notes.
Mancelona Herald: On Tuesday evening the business men of Mancelona will unite and form themselves into an association. E. A. Stowe, editor of THE MICHIGAN TRADESMAN, and Frank Hamilton, President of the State Association, will be present on that occasion and assist in organization. It is important that every business man in Mancelona should be present.

Allegan organized a vigorous association last Friday evening, which is destined to play an important part in the work of organization in this State. Rockford organized Monday evening of this week, Mancelona Tuesday evening and Kalkaska and Petoskey will probably present united fronts to the dead-beat and peddler later in the week.

The merchants of Grand Rapids and surrounding towns should be on the lookout for an emissary of the "United States Dealers' Protective Association and Mercantile Agency," who has victimized several merchants here already. The fellow is a swindler of the deepest dye and should be kicked out of the store of every merchant whose door he darkens.

Freepoint Herald: As will be seen on fourth page, we have noticed at considerable length the objects and aims of the Freepoint Business Men's Association, recently organized at this place. The results of such organizations cannot fail to be beneficial to our merchants and their customers. The Association will not be used to prosecute nor harass the deserving poor and needy who make honest efforts to meet their obligations. But the impostor and dead-beat who travels from place to place obtaining credit wherever he can, never intending to pay and making no effort to do so, will be handled without gloves and made to pay his honest debts, if he desires further credit. The honorable customer will be benefited by such action by receiving increased favors and buying the best goods obtainable on the closest possible margins. Another object is that of increasing the commercial and manufacturing importance of this place by having an organized committee always ready to improve opportunities presented to secure the establishment of desirable enterprises. We predict an era of prosperity for this place by the organization of the Freepoint Business Men's Association.

The Feeling at Petoskey.
PETOSKEY, Dec. 8, 1886.

DEAR SIR—I noticed in THE TRADESMAN of your intention of coming this way soon in the movement. Now, that is just what we want in Petoskey. I have had some talk with a few of our business men, and they all think you could do a good work here, and they would give it their cordial support.

I tried to get our grocers together last winter. We had a few meetings, but there was not enough interest taken in the matter then—for the reason, perhaps, that it was not started right. The fifteen grocers here then agreed to support such an organization, but we did not get enough together to go on.

Yours,
J. VANZOLENBURG.

VISITING BUYERS.

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

R. Osterhof, Ferrysburg.
Geo. A. Sage, Rockford.
E. B. Sullivan, Grand Rapids.
E. H. Sisson, Sisson Bros., Freepoint.
R. Weertman, Zeeland.
D. W. Martin, Lakeview.
J. E. Rice, Rice & Lillie, Coopersville.
John J. Bale, Macomber & Bale, Lakeview.
John W. Kirtland, Lakeview.
J. O. Look, Lowell.
W. H. Beach, Holland.
E. B. Werkman, Holland.
E. A. Carpenter, Colborn & Carpenter, Caledonia.
H. Brusse, Zeeland.
Fred R. Hayward, Casnovia.
A. S. Hastings, Sparta.
A. S. Hobart, Big Rapids.
C. Clever, Algonquin.
L. A. Paine, Sparta.
Byron McNeal, Byron Center.
H. M. Patrick, H. M. Patrick Co., Leroy.
Mrs. J. Hunter, Lakeview.
Jas. Campbell, Westwood.
T. H. Peacock, Reed City.
H. M. Harroun, Mancelona.
J. C. Bonney, Cannonsburg.
C. V. Riegler, Reigler, Roush & Co., Freepoint.
Geo. E. Delano, Delano & Co., Allegan.
J. Raymond, Berlin.
E. H. Walbrink, Allendale.
B. Fisher, Cressy's Corners.
W. C. Murray, Lowell.
L. J. Quick, Casnovia.
R. H. Topping, Casnovia.
Mrs. J. Delby, Byron Center.
A. J. White, Bass River.
DeVries, Jamestown.
Wm. Vermoulen, Beaver Dam.
John Kamps, Zutphen.
Sidney Stark, Allendale.
Geo. P. Stark, Allendale.
Jay Mariatt, Berlin.
J. P. Cordes, Alpine.
Mr. Ball, Ball & Co., Grand Haven.
G. A. Bette, Grand Haven.
Roscomum Lumber Co., Meredith.
Vorhorst & Co., Overisel.
A. & L. M. Wolf, Hollandville.
No. 1 Stocks, 12 in., 18 feet.
S. D. Martin, Otis.
S. T. McEllan, Denison.
R. Purdy, Fremont.
W. W. Forrester, Pearson.
M. H. McCoy, Grandville.
W. T. Long, Vicksburg.
Gus. Begman, Bauer.
E. C. Foot, West Carleton.
Ed. Runnels, Corning.
Scoville & McAuley, Edgerton.
C. H. Shaffer, Onota.
Geo. S. Smith, Casnovia.
Nellie & Van Etta, Nunica.
E. Lockeby, White Cloud.
E. F. Hiller, Fruitport.
C. Durkee, Altona.
Phillips & Babcock, Allendale.
H. Coykendall, Allegan.
Jorgensen & Henningsen, Grant.
D. Fleming, Riverdale.
D. B. Galentine, Bailey.
H. J. Fisher, Hamilton.
L. N. Fisher, Dor.
A. W. Fenton & Co., Bailey.
H. M. Roys, Farwell.
W. H. Bartholomew, Wayland.
J. O. Look, Lowell.
S. D. Kenney, Coyett.
J. Grutter, Grandville.
J. J. Lamoreaux, Fennville.
C. I. Rathbun, Freepoint.
E. S. Hopkins, Blanchard.
Neuman & Esbaugh, Dor.
A. M. Herrington, Freepoint.
F. Goodman & Co., Huron's Corners.
E. S. Botsford, Dor.
Walter Woodhams, Plainwell.
Dr. A. E. Gates, Crystal.
Geo. W. Beving, Ruston.
E. N. Thayer, Lyons.
Herder & Lahus, Zeeland.
Jno. Spring, Spring & Linsley, Bailey.
Weid Folding Bed Co., Sparta.
Geo. E. Pantlind & Co., Tustin.
A. W. Blain, Dutton.
N. Bouma, Fishier Station.
D. Gale, Grand Haven.
G. W. Stevens, Austerlitz.
Moerdyk, DeKruif & Co., Zeeland.
R. G. Smith, Wayland.
Geo. Carrington, Trent.
Vezey Bros., Lamont.
G. Van Den Bosch & Bro., Grand Haven.
T. J. Sheridan & Co., Woodville.
Nelson F. Miller, Zeeland.
W. M. Rodgers, Fennville.
G. Ten Hoer, Forest Grove.
Jno. Demsta, Beaver Dam.
A. C. Barkley, Crosby.
Miss L. Dane, Zeeland Springs.
L. B. Rodgers, Eastport.
Mrs. P. Bunsicker, Woodland.
M. S. Constable, Pearson.
C. S. W. P. Conklin, Ravenna.
C. K. Hoyt, Hudsonville.
M. Mindernout, Hanley.
Geo. W. Bartlett, Ashland Center.
L. P. Saxton, Peleton.
Jacob Van Putten, J. Van Putten & Sons, Holland.
E. R. Radford, Christie & Co., Muskegon.
H. Burlington, Bradley.
G. Brusse & Son, Zeeland.
B. Bain, Petoskey.
Mrs. M. Burdett, Spring Lake.
Den Herder & Tanis Vriesland.
Henry DeJonge, Jamestown.
H. Decker, South Blenden.
A. Purchase, Zeeland.
F. Harrison, Sparta.
M. Heyboer & Bro., Drenthe.
Johnson & Seibert, Caledonia.
Wm. Kasten, Beaver Dam.
Anna Mulder, Spring Lake.
J. McPherson, Lowell.
Miss Bella Patterson, Spring Lake.
A. Sackett, Holland.
C. F. Sears, Rockford.
M. P. Shields, Hilliards.
Walter Struik, Jamestown.
John Nanceman, Zeeland.

COOPERAGE.

D. Quay quotes as follows, f. o. b. at Bailey:

STAVES.	QUANTITY	PRICE
Red oak four bbl. staves.....	M	@ 6 00
White oak four bbl. staves.....	M	@ 5 25
White oak staves, s'd and j't.....	M	@ 2 00
White oak bark bbl.....	M	@ 6 00
Produce barrel, set.....	M	@ 4 75
Tight bbl. and h'ds to match.....	M	@ 17 00
HEADS.	QUANTITY	PRICE
Tierce, doweled and circled, set.....	150	@ 16
Pork, tierce heads, square.....	120	@ 21
Pork bbl, tierce heads.....	120	@ 21
Produce barrel, set.....	120	@ 4
Flour.....	34	@ 4 3/4
Cul wood heading.....	34	@ 3 3/4
HOOPS.	QUANTITY	PRICE
White oak and hickory tee, 5 ft. M.....	11 00	@ 12 50
White oak and hickory tee, 7 1/4 ft. M.....	10 00	@ 11 00
Hickory four bbl. hoops.....	M	@ 8 25
Ash, round.....	M	@ 6 00
Ash, flat raked, 6 1/2 ft.....	M	@ 7 50
Coiled elm.....	3 00	@ 7 00
BARKS.	QUANTITY	PRICE
White oak bark barrels, n'd m'd. M.....	1 00	@ 1 10
White oak bark barrels, machine.....	800	@ 95
White oak lat tierces.....	1 150	@ 1 25
Beef and lard half barrels.....	1 00	@ 1 10
Custom barrels, one head.....	300	@ 37
Flour barrels.....	300	@ 28
Produce barrels.....	250	@ 28
WOODENWARE.	QUANTITY	PRICE
Standard Tubs, No. 1.....	5 25	
Standard Tubs, No. 2.....	4 25	
Standard Tubs, No. 3.....	3 25	
Standard Pails, two hoop.....	1 1	
Standard Pails, one hoop.....	1 1	
Standard Pails, one hoop.....	4 00	
Pails, ground wood.....	2 00	
Butter Pails, assorted sizes.....	2 00	
Butter Pails, ash.....	2 00	
Butter Pails, machine.....	75	
Rolling Pins.....	2 25	
Potato Mashers.....	2 25	
Clothes Pounders.....	1 00	
Clothes Pins.....	1 00	
Mop Stocks.....	1 75	
Washboards, single.....	2 25	
Washboards, double.....	2 25	
BASKETS.	QUANTITY	PRICE
Diamond Market.....	1 60	
Bushel, narrow band.....	1 75	
Bushel, wide band.....	1 75	
Clothes, splint, No. 1.....	4 25	
Clothes, splint, No. 2.....	4 25	
Clothes, splint, No. 3.....	6 00	
Clothes, splint, No. 4.....	6 00	
Clothes, willow No. 2.....	7 00	
Clothes, willow No. 3.....	8 00	
Water Tight, bbl.....	3 35	

HARDWOOD LUMBER.

The furniture factories here pay as follows for dry stock:

LUMBER	QUANTITY	PRICE
Basswood, log-run.....	15	@ 0 15
Birch, log-run.....	15	@ 0 15
Birch, Nos. 1 and 2.....	15	@ 0 15
Black Ash, log-run.....	15	@ 0 15
Cherry, log-run.....	15	@ 0 15
Cherry, Nos. 1 and 2.....	15	@ 0 15
Maple, log-run.....	13	@ 0 25
Maple, soft, log-run.....	12	@ 0 25
Maple, Nos. 1 and 2.....	12	@ 0 25
Maple, clear, flooring.....	12	@ 0 25
Maple, white, selected.....	12	@ 0 25
Red Oak, log-run.....	12	@ 0 25
Red Oak, Nos. 1 and 2.....	12	@ 0 25
Red Oak, No. 1, step plank.....	12	@ 0 25
Walnut, log-run.....	12	@ 0 25
Walnut, wide band.....	12	@ 0 25
Walnuts, culls.....	12	@ 0 25
Grey Elm, log-run.....	12	@ 0 25
White Ash, log-run.....	14	@ 0 25
Whiteoak, log-run.....	14	@ 0 25

COAL AND BUILDING MATERIALS.

A. B. Knowlson quotes as follows:

COAL	QUANTITY	PRICE
Ohio White Lime, per bbl.....	1 00	
Ohio White Lime, car lots.....	85	
Louisville Cement, per bbl.....	1 30	
Akron Cement, per bbl.....	1 30	
Car lots.....	1 05	@ 1 10
Plastering hair, per bu.....	25	@ 20
Stucco, per bbl.....	3 50	
Land plaster, car lots.....	1 40	
Land plaster, per M.....	25	@ 2 50
Fire clay, per M.....	25	@ 3 00
Anthracite, egg and grate, car lots.....	55	@ 75 00
Anthracite, stove and nut, car lots.....	6 00	@ 75 00
Canal, car lots.....	3 10	@ 25 00
Canal, car lots.....	3 10	@ 25 00
Blossburg or Cumberland, car lots.....	4 50	@ 25 00
Portland Cement.....	3 50	@ 25 00

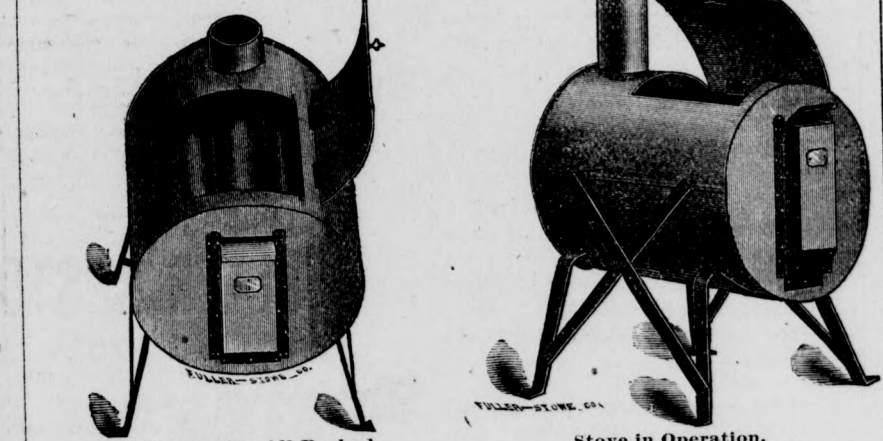
The BARBOUR PATENT SHEET IRON BOSS CAR HEATER.

This is the only Stove in the market used for heating cars laden with potatoes or fruit, in which is combined economy in fuel, and perfect safety while cars are in transit.

The designs shows position of door and air-draught, which is convenient for using large blocks of wood, and giving the fireman perfect control over the volume of heat required.

Three and one-half joints of five inch pipe, with damper, two five inch elbows, one tin collar and a strap complete the outfit, all of which can be readily packed inside the stove for return shipment.

Commission Merchants, Potato and Apple Shippers will



Stove and Pipe All Packed. Stove in Operation.

promote their best interests by sending for Price-List or Sample Stove.

FOSTER, STEVENS & CO. SOLE MANUFACTURERS, Grand Rapids, - Mich.

LUMBER, LATH AND SHINGLES.

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

LUMBER	QUANTITY	PRICE
Uppers, 1 inch.....	40	@ 0 10
Uppers, 1 1/2 inch.....	35	@ 0 10
Uppers, 2 inch.....	30	@ 0 10
Uppers, 2 1/2 inch.....	25	@ 0 10
Uppers, 3 inch.....	20	@ 0 10
Uppers, 3 1/2 inch.....	15	@ 0 10
Uppers, 4 inch.....	10	@ 0 10
Uppers, 4 1/2 inch.....	5	@ 0 10
Uppers, 5 inch.....	5	@ 0 10
Uppers, 5 1/2 inch.....	5	@ 0 10
Uppers, 6 inch.....	5	@ 0 10
Uppers, 6 1/2 inch.....	5	@ 0 10
Uppers, 7 inch.....	5	@ 0 10
Uppers, 7 1/2 inch.....	5	@ 0 10
Uppers, 8 inch.....	5	@ 0 10
Uppers, 8 1/2 inch.....	5	@ 0 10
Uppers, 9 inch.....	5	@ 0 10
Uppers, 9 1/2 inch.....	5	@ 0 10
Uppers, 10 inch.....	5	@ 0 10
Uppers, 10 1/2 inch.....	5	@ 0 10
Uppers, 11 inch.....	5	@ 0 10
Uppers, 11 1/2 inch.....	5	@ 0 10
Uppers, 12 inch.....	5	@ 0 10
Uppers, 12 1/2 inch.....	5	@ 0 10
Uppers, 13 inch.....	5	@ 0 10
Uppers, 13 1/2 inch.....	5	@ 0 10
Uppers, 14 inch.....	5	@ 0 10
Uppers, 14 1/2 inch.....	5	@ 0 10
Uppers, 15 inch.....	5	@ 0 10
Uppers, 15 1/2 inch.....	5	@ 0 10
Uppers, 16 inch.....	5	@ 0 10
Uppers, 16 1/2 inch.....	5	@ 0 10

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

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Telephone No. 95.

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WEDNESDAY, DECEMBER 15, 1886.

RETAIL GROCERS' ASSOCIATION.

Interesting Session of the Local Body.

There was a good attendance at the regular semi-monthly meeting of the Retail Grocers' Association last Tuesday evening. President Coxe presided for the first time. Applications for membership were received from the following grocers, all of whom were elected members of the Association: A. W. Fowler, 398 Second street; Chas. McCool, 72 Calder street; Nicholas Bouna, Fisher Station.

Under the head of unfinished business, the question of jobbers harboring delinquents came up for action. Geo. Dunaven renewed his motion to the effect that members of the Association withdraw their patronage from any jobbing house harboring dead-beats. M. C. Goossen and E. E. Walker stated that they had been assisted in the collection of accounts against jobbers' help by their employers. Collector Cooper said that, with one exception, he was met in an open handed manner and told how to proceed to secure the collection of accounts against the persons referred to. The discussion seemed to be narrowed down to the attitude of one jobbing house, and A. J. Elliott suggested that a committee of three be appointed by the chair to wait on the house in question and receive any explanation the latter has to offer. E. J. Herrick deprecated harsh measures and suggested that the Secretary be instructed to communicate with the house by letter. J. H. Terrill objected to such a course, on the ground that the communication might go in the waste basket, whereas a call from a duly authorized committee would compel the house to commit itself one way or the other.

Mr. Dunaven's motion was then put to a vote and lost, when A. J. Elliott moved that the Secretary be instructed to notify the house of the action of the Association and await an answer before proceeding further in the matter, which was adopted.

President Coxe then read his inaugural address, as follows:

To the Members of the Retail Grocers' Association:

GENTLEMEN—In assuming the duties of the position to which you have called me, it has seemed to me proper to state, as best I may, the causes which led to this organization, what it has accomplished and to outline a few of the necessities of the future. About thirteen months have elapsed since a dozen or fifteen grocers of this city, in answer to repeated calls published in THE MICHIGAN TRADESMAN, met at THE TRADESMAN office to discuss the great question of organization. Of the necessity which existed for prompt action, there seemed to be but one opinion and it was unanimously decided to form an organization to be known as the Retail Grocers' Association of Grand Rapids.

At that time there were but two like associations in Michigan, namely at Traverse City and Muskegon. At the next meeting, November 10, 1885, our present constitution was adopted and your retiring officers elected to do the work of the first year. How well that work has been done is evidenced by the fact that at the end of one short year, instead of sixteen members we have now in our Association 116 members. Instead of three feeble associations in the State we shall have by January 1 about sixty associations and a State Association with a membership of about 1,200. With these results—grand in the work already accomplished, grander still in the possibilities for the future—our Association has had much to do; and if to any one man, more than another, credit is due for the breaking away of the clouds which darkened our business life, that one is our Secretary, E. A. Stowe, through the instrumentality of THE MICHIGAN TRADESMAN.

Of the State organization—but lately completed with its cordial greeting and its well written papers and timely exchanges of opinion, a source of pleasure and profit to all—I need not speak at length; but I will briefly say that the officers then elected are doing a noble work, devoting time and money to the cause, firm in the belief that the results will be better methods of doing business, shorter hours of labor, a more uniform and better defined credit system which will soon change to a cash basis; waging war on adulterations of all kinds; ferreting out and destroying forever the demoralizing dead-beat; in short, elevating and purifying our calling, so that in our Michigan circle business shall be done on the square and each do his level best to render the title Business Man a synonym for honor and justice.

As we grow in experience, we find that our constitution is in need of radical changes, and I would suggest that as soon as convenient after the next State meeting a committee be appointed to remodel the constitution.

Our treasury is very lean, owing to the small charges for initiation fees and dues, and I suggest that, beginning January 1, the initiation fee be raised to \$2 and the dues to 25 cents per month.

Our collections have been better than we expected, perhaps, but there seems to be room for further improvement and I would recommend that a blank, similar to those in use in the Tustin and other associations, be furnished members, to be by them sent to delinquents, before sending their names to the Actuary.

In conclusion, let me hope, gentlemen, that your officers and committees will have your kind assistance in the future as in the past, that the proposed change in the city charter be carried by the help of those interested with us in the creation of a city market to a successful issue, and that the coming year may bring with it pleasure and profit to the business men of our city and State.

Your committees for the ensuing year will be as follows:

On Finance—H. A. Hydorn, Milo G. Randall and H. G. DeGraff.
On Rooms—Milo G. Randall, Jas. Farnsworth and Geo. Dunaven.
On Arbitration—E. J. Herrick, J. Geo. Lehman and A. Rasch.
On Complaints—B. F. Emery, Leonard Kipp and Cornelius J. Van Halteran.
W. S. Coleman for the past fourteen months buyer and manager for the Gunn Hardware Co., has voluntarily severed his connection with that concern and engaged with Foster, Stevens & Co. as assistant to Buyer Philbrick. Mr. Coleman is a worker from Workville and will prove a valuable accession to his new employers.

E. J. Herrick moved that the address be placed on file, and E. A. Stowe moved as an amendment that the chair appoint a special committee of three to consider the President's recommendations and report on the same at the next meeting. The amended motion was adopted and the chair appointed as such committee Messrs. Stowe, Herrick and Lawton.

The Secretary reported the result of an interview with President Garfield, of the Grand River Valley Horticultural Society, on the market question, and at his suggestion, ex-President Herrick was instructed to appear before the next meeting of the Society and explain the means the Association proposed to adopt to secure the establishment of a public market.

Collector Cooper presented his usual report and the meeting adjourned.

QUERIES.

To be Reported at the March Convention of the M. B. M. A.

1. Are the insurance rates on store property too high? Accepted by Frank Hibbard, Evart.

2. Are female clerks to be preferred to male assistants under any circumstances? Accepted by Frank Hibbard, Evart.

3. Should outlawed accounts be considered by our local associations?

4. How old should an account be before the collection system of an association should be used?

5. Is a wife entitled to credit who becomes the custodian of her husband's property, in order to allow him to evade the payment of his debts?

6. Ought the daily papers to publish wholesale quotations?

7. Is it feasible and desirable to quote the wholesale price of merchandise—hardware and drugs accepted—by means of characters not understood by the public at large?

8. Is it possible to wholly abolish the credit system?

9. How can the credit system best be curtailed?

10. Is cutting in prices ever justifiable?

Anyone who will volunteer to answer any of the above queries, or anyone who has additional queries to suggest, is requested to communicate with the editor of THE TRADESMAN as soon as convenient.

STOP THAT COUGH

IT ANNOYS EVERYBODY

PROCUR

A BOTTLE OF

ALLEN'S LUNG BALSAM

at any DRUGSTORE

TAKE IT FAITH-

FULLY, AND

YOU WILL BE

CONVINCED

THAT THERE IS

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COUGHS & COLDS

AND THAT IS

Allen's Lung Balsam

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SCRIBNER'S MAGAZINE will be in the widest sense a magazine of general literature, and each number will be fully illustrated.

Some of the most notable papers to appear during the first year are a series of UN PUBLISHED LETTERS OF THACKERAY of very great autobiographical value; EX-MINISTER E. B. WASHBURN'S REMINISCENCES OF THE SIEGE AND COMMUNE OF PARIS; GLIMPSES AT THE DIARIES OF GOVERNOR MORRIS, Minister to France at the close of the last century (giving description of social life and characters of the time); a collection of contemporary letters describing EARLY NEW YORK AND NEW ENGLAND SOCIETY.

There is much excellent fiction, including a serial by HAROLD FREDERIC; stories extending through several numbers by H. C. BUNNER, J. S. OF DALE, and others; and short stories by R. L. STEVENSON, JOEL CHANDLER HARRIS, T. A. JANVIER, MISS JEWETT, OCTAVE THANE, H. H. BOYSEN, MISS CROSBY, and a host of others.

Notable special papers to be published very early are General F. A. WALKER'S on SOCIALISM; DR. WILLIAM HAYES WARD'S on BABYLONIAN CYLINDERS; MR. JOHN C. ROPES' on the PORTRAITS OF CESAR; Captain GREENE'S on COAST DEFENCE, etc.

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Tooth Pick Holder, "Polka Dot," " 2.00

A Bottle of Perfume with each piece.

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Jennings & Smith, PERFUMERS.

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HOGLE & CO. Jobbers Michigan Water White and Legal Test Oils. Manistee and Saginaw Salt. Agricultural Salt. Warsaw Salt; pockets, all sizes, and barrels. West Michigan Agents for Prussing's Celebrated Vinegar works. Write for quotations. Warehouse: Lee's Ferry Dock, MUSKEGON, MICH.

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SAW AND CRIST MILL MACHINERY,

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F. J. DETTENTHALER,

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SNOW-SHOVELS,

SLEDS,

FIRE-KINDLERS,

FOR SALE BY

Curtiss, Dunton & Co.

The Michigan Tradesman.

THE DAIRY INDUSTRY.

Annual Report of the Department of Agriculture.

The condition of the dairy industry in the several states lying in what is usually termed the dairy belt, is herewith reported for the season of 1885, extending through a period of six months, beginning with May and ending with October. A census of this industry being impossible, with limited data, this report necessarily exhibits only the condition of the business as shown in the digest of remarks by persons who have sent returns from those states, giving the causes of depression, atmospheric influences, kind and character of cows employed and methods of feeding.

It will be observed that this business fluctuates, as does every other, having its ebbs and flows as circumstances vary, one section showing a prosperous outlook, whilst another may be depressed. Low prices attributed to competition with oleomargarine and like products; wet seasons depreciating the productive qualities of pasturage; droughts affecting both grass and water; severity of winter weather and insufficiency of shelter and feed; distance from market and excessive freights thereto, have all produced their various effects.

Inadequate and incomplete returns have been received from some states known to be extensively engaged in dairying, which can only be accounted for by the fact that nothing has been issued from the Department in acknowledgment of dairy reports previously forwarded, hence the manifest indisposition to furnish important data. There were many hindrances to the publication of dairy details in previous years, and the hope may be confidently indulged that this statement, meager as it may be, will induce more comprehensive responses to future inquiries. It is especially desirable that the addresses of dairymen in the vicinity of those receiving this publication may be forwarded to this Department, that circulars may be more widely distributed, and the scope of inquiry thus materially extended.

The States of Tennessee and Mississippi have lately embarked in dairying, and to such an extent that they may be justly classed among the dairy states, thus dispelling the illusory dairy belt. These States could more profitably, perhaps, than those farther north, engage in winter dairying, as their milder climate, with judicious management, would secure a more constant and uniform supply of milk. Efforts will be directed towards obtaining reports of their dairy industry.

It is very desirable to acquire data respecting winter dairying. Many dairies are operated all the year round; many only in winter. If the managers of the latter, whose efforts are exclusively directed towards winter work, would furnish details of management, with statement of results, giving the entire cost of manufacture, kinds of feed used, care of stock, etc., a comparison could be made with summer dairying that would prove instructive and advantageous to those farmers who are largely engaged in grain-raising, and with whom scarcity of labor at that season prevents sufficient attention to dairy matters to secure success.

Now that the law respecting oleomargarine is to be enforced and the public are to be protected from imposition in its purchase, lest complaint may be expected from dairymen, the prosecution of the business will doubtless receive a fresh impetus. But one thing is certain—butter of inferior grades must be relegated to the soap-vat, and that of really good and wholesome grade must be placed on the market at a price commensurate with the cost of manufacture and remunerative returns.

It is to be regretted that no statement of the entire amount of imitation products manufactured in this country can be obtained. It is variously estimated to be from sixty to seventy-five million pounds. The provisions of section 5 of the oleomargarine law will hereafter furnish this information. The collection of the revenue tax, should it do no more, will inform the public of the extent, and perhaps the methods, of these manufactures.

The additional requirement of a distinctive coloring of these imitation articles would fully insure the public against imposition in their purchase, thereby protecting the producer of the genuine dairy products, as well as relieving the middlemen from the odium of selling goods of doubtful character. The unscrupulous retailer would find his avocation gone.

The all-important information is still wanting to enable a tabular statement to be published of the various averages of milk, butter, cheese, value per cow, etc. Many of the dairymen in some of the states have responded cordially to the circulars of the Department; others have sent so few returns that no average could be deduced that would be just or creditable to a state. Until therefore, the replies are general and thorough in all particulars, a publication of averages must be withheld.

When a great number of returns are received from dairymen, showing the condition of dairying in a majority of counties of a state, averages will be prepared for comparison of one county with another.

People glorify all sorts of bravery except the bravery they might show on behalf of their nearest neighbors.

Frank McWain, grocer, Big Rapids: "Your MICHIGAN TRADESMAN is a splendid paper."



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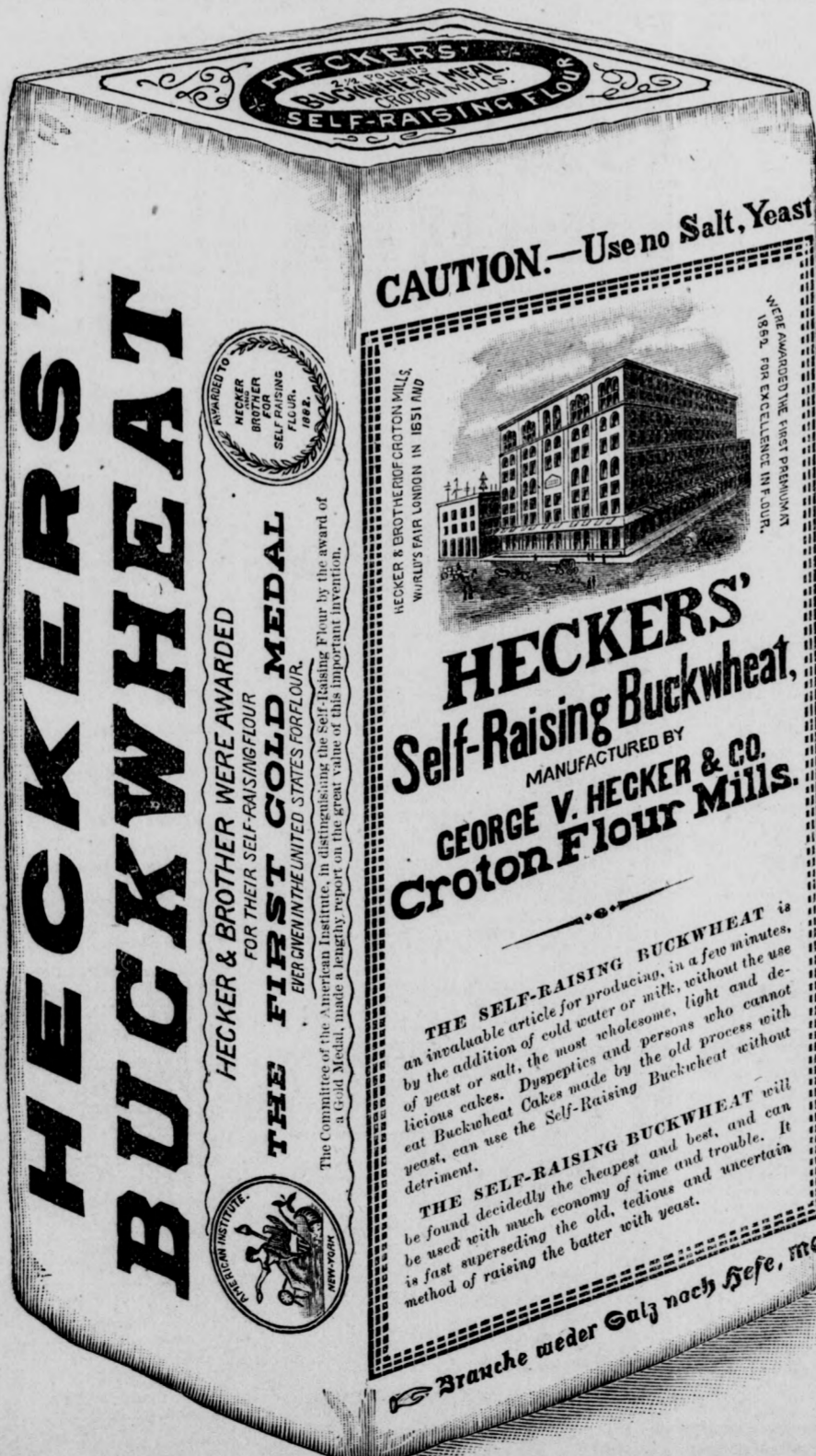
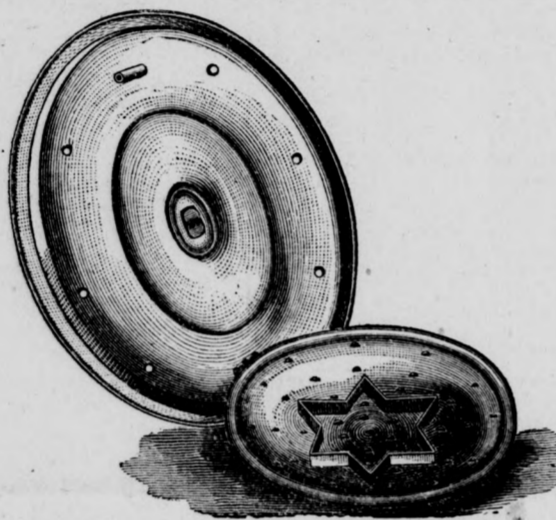
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Boxes holding 20 5 pound packages, \$4.50
" " 40 2 1/2 " " \$4.50
" " 32 3 " " \$4.30

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

TIME TABLES.

Chicago & West Michigan.

Leaves.	Arrives.
Chicago Express.....	9:10 a.m.
Chicago Express.....	9:45 p.m.
Chicago Express.....	11:00 p.m.
Muskegon Express.....	5:00 p.m.
*Daily, *Daily except Sunday.	
Pullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants without extra charge to Chicago on 12:50 p.m., and through coach on 9 a.m. and 11 p.m. trains.	
NEWAYGO DIVISION.	
Leaves.	Arrives.
Express.....	8:45 p.m.
Express.....	8:00 a.m.
All trains arrive and depart from Union Depot.	
The Northern terminus of this division is at Baldwin, where close connection is made with F. & P. M. trains to and from Ludington and Manistee.	
V. A. GAVETT, Gen'l Pass. Agent.	
J. B. MULLIKEN, General Manager.	

Grand Rapids & Indiana.

GOING NORTH.	Arrives.	Leaves.
Traverse City Express.....	11:30 a.m.	7:00 a.m.
Potoskey and Mackinaw Express.....	3:40 p.m.	5:05 p.m.
Saginaw Express.....	11:25 a.m.	7:20 a.m.
Saginaw express runs through solid.		
7 a.m. train has chair car for Traverse City. 11:30 a.m. train has chair car for Potoskey and Mackinaw City. 5:05 p.m. train has sleeping and chair cars for Potoskey and Mackinaw.		
GOING SOUTH.	Arrives.	Leaves.
Cincinnati Express.....	10:30 a.m.	7:15 a.m.
Fort Wayne Express.....	10:30 a.m.	11:45 a.m.
Cincinnati Express.....	4:40 p.m.	5:00 p.m.
Traverse City and Mackinaw Express.....	3:40 p.m.	5:05 p.m.
7:15 a.m. train has parlor chair car for Cincinnati. 5:00 p.m. train has Woodruff sleeper for Cincinnati.		
Muskegon, Grand Rapids & Indiana.		
Leaves.	Arrives.	Leaves.
Express.....	9:15 a.m.	9:15 a.m.
Express.....	1:00 p.m.	1:00 p.m.
Express.....	5:20 p.m.	7:10 p.m.
Leaving time at Bridge street depot 7 minutes later.		
C. L. LOCKWOOD, Gen'l Pass. Agent.		

Lake Shore & Michigan Southern.

Leave.	Arrive.
Ex. & Mail, N. Y. Mail.....	N. Y. Mail, N. Y. Ex.
4:35 p.m.	7:45 a.m.
4:55 p.m.	8:25 a.m.
7:05 p.m.	10:06 a.m.
8:30 p.m.	11:25 a.m.
2:30 a.m.	5:05 p.m.
8:30 a.m.	9:40 p.m.
2:50 p.m.	3:30 a.m.
5:40 a.m.	6:50 p.m.
A local freight leaves Grand Rapids at 1 p.m., carrying passengers as far as Allegan. All trains daily except Sunday.	
J. W. MCKENNEY, General Agent.	

Detroit, Grand Haven & Milwaukee.

GOING EAST.	Arrives.	Leaves.
*Steamboat Express.....	10:40 a.m.	6:25 a.m.
*Through Mail.....	3:15 p.m.	10:50 a.m.
*Evening Express.....	3:15 p.m.	3:50 p.m.
*Limited Express.....	9:30 p.m.	10:55 p.m.
*Mixed, with coach.....	11:00 a.m.	11:00 a.m.
GOING WEST.	Arrives.	Leaves.
*Morning Express.....	1:05 p.m.	1:10 p.m.
*Through Mail.....	5:00 p.m.	5:05 p.m.
*Steamboat Express.....	10:40 p.m.	7:45 a.m.
*Night Express.....	5:10 a.m.	5:25 a.m.
*Daily, Sundays excepted. *Daily.		
Passengers take the 25 a.m. Express make close connection at Owosso for Lansing, and at Detroit for New York, arriving there at 10:30 a.m. the following morning. The Night Express has a through Wagner car and local sleeping car from Detroit to Grand Rapids.		
D. POTTER, City Passenger Agent.		
GEO. B. REKVE, Traffic Manager Chicago.		

Michigan Central.

DEPART.	Arrives.	Leaves.
Detroit Express.....	4:15 a.m.	1:10 p.m.
Day Express.....	1:10 p.m.	10:10 p.m.
*Atlantic Express.....	10:10 p.m.	6:50 a.m.
*Mixed.....	6:50 a.m.	6:50 a.m.
ARRIVE.	Arrives.	Leaves.
*Pacific Express.....	6:50 a.m.	3:00 p.m.
Grand Rapids Express.....	10:15 p.m.	10:15 p.m.
*Mixed.....	5:15 p.m.	5:15 p.m.
*Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapids Express to and from Detroit. Direct connections made at Detroit with all through trains East over M. C. R. R., (Canada Southern Div.).		
CHAS. H. NORRIS, General Agent.		

Detroit, Mackinaw & Marquette.

GOING WEST.	Arrives.	Leaves.
7:00 a.m.	6:50 a.m.	8:30 p.m.
12:20 p.m.	9:40 a.m.	5:15 p.m.
5:30 p.m.	15:40 p.m.	2:15 p.m.
12:50 p.m.	1:40 p.m.	2:00 p.m.
1:50 p.m.	1:50 p.m.	12:58 p.m.
5:30 p.m.	5:30 p.m.	9:20 a.m.
5:50 p.m.	5:50 p.m.	9:01 a.m.
6:35 p.m.	6:35 p.m.	8:15 a.m.
Mixed train leaves St. Ignace at 7 a.m., arrives Marquette 5:30 p.m.		
Gen. Pass. and Ticket Agent, Marquette.		

The Standard of Excellence KINGSFORD'S

Oswego

PURE AND

"Silver

"Pure"



Gloss"

STARCH.

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

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

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.

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.

The Michigan Tradesman.

RUBBER GOODS.

Regular and Special Brands of the Leading Manufacturers.

The following are the brands used by the rubber shoe manufacturing companies on their goods, the first quality bearing the brand of the factory, while the cheap brands are names of fictitious companies:

FACTORY BRAND.	2ND GRADE BRAND.
Boston Rubber Shoe Co.	Bay State Co.
L. Candee & Co.	Atlantic Co., none now made.
Woonsocket Rubber Co.	Rhode Island Co.
Hayward Rubber Co.	New England Co.
Goodyear M. R. Shoe Co.	Connecticut Co.
Co., (Wales Good-year.)	
American Rubber Co.	Eagle Co.
Para Rubber Shoe Co.	Amazon Co.
National Rubber Co.	Empire R. Shoe Co.
New Jersey R. Shoe Co.	J. Co. Goodyear Shoe.
	No seconds made.
Meyer Rubber Co.	Phoenix Co.
New Brunswick Rubber Co.	
Goodyear I. R. Glove Co.	No seconds made.
Lycorning Rubber Co.	No seconds made.
Goodyear Rubber Co.	Royal Rubber Co.
Union India Rubber Co.	
Rubber Co., Lambertville	
Ray Rubber Co., for Franklin R. Co.	
L. B. Smith Rubber Co.	North Star R. Co.

THIRD GRADE BRANDS.

Imperial Rubber Co., mfg. by National R. Co.
Globe Rubber Co., mfg. by American R. Co.
Norfolk Rubber Co., mfg. by New Brunswick Rubber Co.

SPECIAL BRANDS—GUARANTEED.
Guaranteed as firsts by factory making them:

Parker's Leather-Soled Boston R. Shoe Co.
Rubber Boot.
Same made by
Hannaford Boot.
Newark I. R. Mfg. Co.
Crack-Proof.
Gold Seal.
Coasting.
Toboggan.
Stout's Patent Duck Boots.
Napoleon Gun Deck Boots.

SPECIAL BRANDS—JOBBER.

The following brands are manufactured to order for jobbers. Same are firsts, some seconds and the remainder thirds:

Western Rubber Co.	By Para Rubber S. Co.
Garden State R. Co.	
Lamermen's R. Co.	
Solon Rubber Co., Ne-paog, Conn.	By Woonsocket R. Co.
Reliable Rubber Co.	
Warrantable R. Co.	By National R. Co.
Rubber Footwear Co.	
Field, Thayer & Co.	By American R. Co.
Plymouth Rubber Co.	By New Brunswick Co.
Zeina Rubber Co.	By Brown & Co.
(boots)	
Mystic Rubber Co.	By Union Rubber Co.
Newark Rubber Co.	
Childs, Groat & Co.	By Ray Rubber Co.
G. W. Meader's Boot.	
Standard Rubber Co.	Smith Rubber Co.
Pacific Rubber Co.	
Goodyear Process, (in a horse shoe)	
Napoleon Gun Deck Boot.	
Oriental Rubber Co.	
North Star Rubber Co.	
Standard Rubber Co.	
Pacific Rubber Co.	
Goodyear Rubber Co.	

Assets and Liabilities in the J. A. Smith Matter, at Cadillac.

J. C. McAdam, assignee for J. A. Smith, the Cadillac boot and shoe dealer, favors THE TRADESMAN with the schedule of liabilities and assets, as follows:

ASSETS.	
Boots and shoes.....	\$4,269 79
Rubber goods.....	882 67
Store fixtures.....	106 00
Good accounts.....	370 20
	\$5,628 66

LIABILITIES.	
A. C. McGraw & Co., Detroit.....	\$3,439 34
*Samuel Cusser, Orleans, Mich.....	1,625 00
*Calista T. Cusser.....	350 00
Walter H. Tenney & Co., Boston.....	284 00
Redpath Bros., Rochester, N. Y.....	1,650 50
Eugene McIntyre.....	122 00
Hirth & Krause, Grand Rapids.....	373 83
G. R. Mayhew.....	135 14
Curtiss & Dunton.....	9 15
Edith L. Smith.....	60 00
Northern Knitting Works, Milwaukee	65 25
Coehn Bros. & Co., Racine, Wis.....	27 00
J. Miller & Co., Racine, Wis.....	241 81
Geo. Corning & Sons, Auburn.....	153 00
Churchill & Aldin, Campbell's Mills.....	158 79
Gray Bros. Mfg. Co., Syracuse.....	243 35
Smith & Clark.....	42 00
Price & Wolf, Chicago.....	24 40
Hatch & Emery.....	210 55
Kerngood, Slowman & Rothchild, East Saginaw.....	136 91
J. C. Cox & Co., Lynn, Mass.....	45 00
Geo. A. Reeder, Big Rapids.....	46 06
Fuller, Childs & Co., Toledo, Ohio.....	133 91
Matilda Smith, Beiding, Mich.....	450 00
Martha Loomis.....	24 00
Wm. Stevens, Jr., & Sons, Maribeach.....	177 45
	\$9,791 08

*Secured by chattel mortgage.

Assignee McAdam writes: "I understand that Mr. Smith will offer his creditors 25 cents on the dollar, which I think a good fair price and more than can possibly be gotten out of the business, for them."

The Figures in the Baruch Failure at Cadillac.

Albert E. Smith, assignee for E. Branch, the Cadillac clothier, favors THE TRADESMAN with the following list of creditors, with the amount owing each:

Bernhart Baruch, mortgage, Rye N. Y.	\$4,347 97
Oestreicher & Meyer, New York.....	132 63
J. Godhelp.....	408 50
Wm. Lewinson.....	548 25
M. Brown.....	408 75
I. Oberndorfer & Co.....	180 65
Friedenberg & Biesenthal, Buffalo.....	555 75
Daniger & Brothers, Syracuse.....	1,077 50
J. Strauss & Co., Chicago.....	108 22
M. Gunbell & Sons.....	580 50
John B. Shepherd, Toledo.....	63 64
Northwestern Suspender Co., Milwaukee.....	56 10
Northern Knitting Works Co., Milwaukee.....	121 20
Portage Hosiery Co., Portage, Wis.....	71 75
M. M. Secor, Racine, Wis.....	64 96
Eagle Knitting Co., Elkhart, Ind.....	110 00
Schloss Bros. & Co., Detroit.....	408 80
Kallmeyer Bros.....	89 25
William Brown.....	59 45
Sam Rosenbaum, Kalamazoo.....	129 50
Cooper, Wells & Co., St. Joseph.....	115 80
Sam Olander, Cadillac.....	400 00
	\$9,838 71

The assets are about \$6,500, appraised at \$5,439.89.

Likes the Latin.

MAPLE RAPIDS, Dec. 8, 1886.

E. A. Stowe, Grand Rapids:
DEAR SIR—We much approve of the Latin names of drugs in your quotations. It is the only way which affords any protection to the profession. Wishing you success we remain,
Yours,
OWEN & BULLIS.

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



FOX & BRADFORD,

EXCLUSIVELY

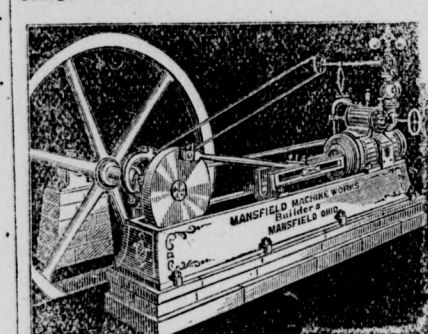
WHOLESALE CIGARS!

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.

"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.



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, Blinings,

AND JOBBER'S OF

GROCERS' SUNDRIES.

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

40 and 42 South Division St.,

GRAND RAPIDS, MICH.



YALE BAKING POWDER

ORDER

Our Leader Smoking Our Leader Fine Cut

15c per pound. 33c per pound.

Our Leader Shorts, Our Leader Cigars,

16c per pound. \$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."

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

DEALERS IN

Foreign and Domestic Fruits, Southern Vegetables, Etc.

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

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.

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 consign-

ing 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.

A Burden Off His Mind.
"James," said one of the book-keepers to the new porter in the store, "you are not expected to bow to the head of the firm every morning when he comes in and ask after his health."
"I'm not?"
"Of course not."
"Very well, then, you can cut my wages down \$3 a week. It's worth that to have the burden off my mind."

Dry Goods.

The following quotations are given to show relative values, but they may be considered, to some extent, "outside prices," and are not as low as buyers of reasonable quantities can, in most instances, obtain them at. It will pay every merchant to make frequent visits to market, not only in respect to prices, but to keep posted on the ever-changing styles and fashions, many of which are never shown "on the road."

WIDE BROWN COTTONS.

Androscoquin, 94-17	Pepperell, 104-19
Androscoquin, 74-13	Pepperell, 114-22
Pepperell, 74-13	Pequot, 74-14
Pepperell, 84-15	Pequot, 84-15
Pepperell, 94-17	Pequot, 94-18

CHEEKS.

Economy, oz.	Park Mills, No. 100.15
Park Mills, No. 50.10	Prodigy, oz.
Park Mills, No. 60.11	Otis Apron.
Park Mills, No. 70.12	Otis Furniture.
Park Mills, No. 80.13	York, 1 oz.
Park Mills, No. 90.14	York, AA, extra oz.

PLAIN.

Alabama.	64
Georgia.	64
Jewell.	64
Kentucky.	64
Santer.	64

BLEACHED COTTONS.

Avondale, 36.	84
Art cambrics, 36.	84
Androscoquin, 44.	74
Androscoquin, 54.	124
Ballou, 44.	54
Ballou, 54.	54
Boott, 44.	54
Boott, 54.	54
Boott, AGC, 44.	94
Boott, R, 34.	94
Blackstone, 44.	64
Chapman, X, 44.	54
Conway, 44.	64
Cabot, 44.	64
Cabot, 54.	64
Domestic, 36.	74
Dwight Anchor, 44.	84
Dwight, 44.	84
Fruit of Loom, 44.	74
Fruit of Loom, 54.	64
Fruit of Loom, 64.	64
Gold Medal, 44.	64
Gold Medal, 74.	54

SILKES.

Crown.	174
No. 10.	11
Coil.	10
Anchor.	15
Blackburn.	8
Davol.	14
London.	124
Pacoma.	12
Red Cross.	74
Masonville TS.	8

PRINTS.

Albion, solid.	54
Albion, grey.	6
Allen's checks.	54
Allen's fancy.	54
Allen's pink.	54
Allen's purple.	54
American, fancy.	54
Arnold fancy.	6
Berlin solid.	5
Cocheo fancy.	6
Cocheo robes.	64
Conestoga fancy.	6
Eddystone.	6
Eagle fancy.	5
Garner pink.	54

FINE BROWN COTTONS.

Appleton A, 44.	6
Boott M, 44.	74
Boston P, 44.	64
Continental C, 44.	64
Continental D, 40 in.	74
Conestoga W, 44.	64
Conestoga D, 74.	44
Conestoga G, 30 in.	5
Dwight X, 34.	44
Dwight Y, 74.	54
Dwight Z, 44.	54
Dwight Star, 44.	6
Dwight Star, 40 in.	7
Enterprise EE, 36.	44
Great Falls E, 44.	64
Farmers A, 44.	64

DOMESTIC GINGHAMS.

Amoskeag.	7
Amoskeag, Persian.	9
Bates.	6
Berkshire.	6
Glasgow, fancy.	6
Glasgow, royal.	64
Gloucester, new.	74
standard.	74
Plunket.	74
Lancaster.	74
Langdown.	7
Renfrew, dress.	9

WIDE BLEACHED COTTONS.

Androscoquin, 74.	15
Androscoquin, 84.	16
Pepperell, 74.	15
Pepperell, 84.	17
Pepperell, 94.	19
Pepperell, 94.	19

HEAVY BROWN COTTONS.

Atlantic A, 44.	64
Atlantic H, 44.	64
Atlantic D, 44.	64
Atlantic P, 44.	5
Atlantic LL, 44.	44
Adriatic, 36.	74
Augusta, 44.	64
Boott M, 44.	64
Boott FF, 44.	64
Granville, 44.	54
Indian Head, 44.	64
Indiana Head, 44.	114

TICKINGS.

Amoskeag, ACA.	17
Amoskeag.	44.
Amoskeag, A.	114
Amoskeag, B.	11
Amoskeag, C.	104
Amoskeag, D.	10
Amoskeag, E.	94
Amoskeag, F.	9
Premium A, 44.	17
Premium B.	16
Extra 44.	14
Extra 74.	14
CCA 74.	124
CT 44.	14
BF 74.	16
AF 44.	19
Cordis AAA, 32.	14
Cordis ACA, 32.	15
Cordis No. 1, 32.	15
Cordis No. 2.	14
Cordis No. 3.	13
Cordis No. 4.	114
Falls, XXX.	184

SOFT CAMBRICS.

Washington.	44
S. S. & Sons.	44

GRAIN BAGS.

American A.	144
Stark A.	204

DENIMS.

Boston.	64
Everett blue.	12
Everett brown.	12
Otis AXA.	11
Otis BB.	10

PAPER CAMBRICS.